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JOURNAL OF VINICULTURE

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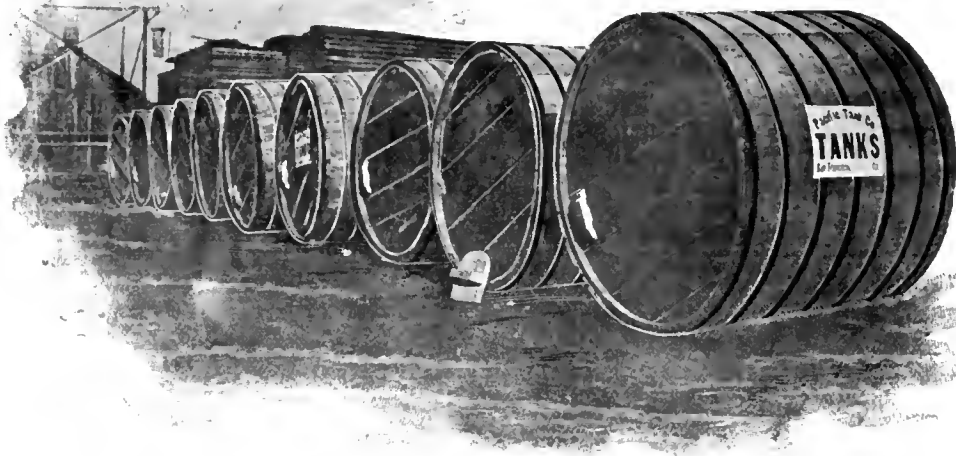
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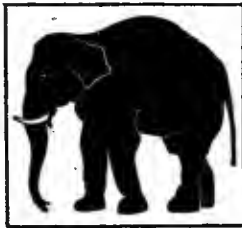
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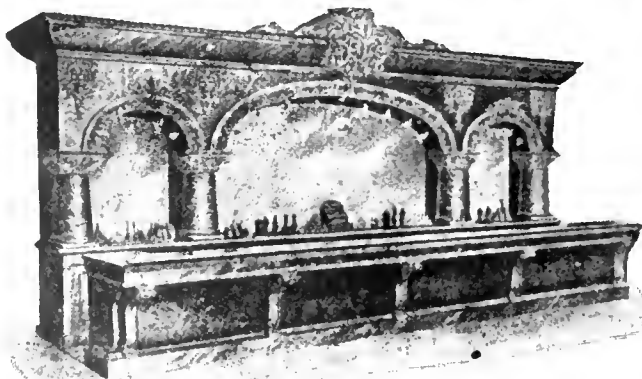
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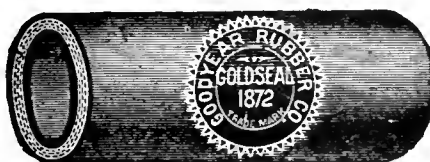
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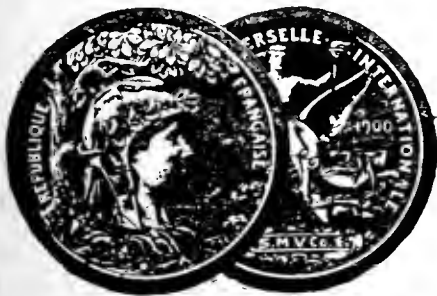
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# PACIFIC WINE AND SPIRIT REVIEW

Issued Monthly

R. M. WOOD - - - - EDITOR AND PROPRIETOR

E. F. WOOD, - - - - SECRETARY

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**WANTED**—An experienced salesman for an established wine house. Address 2 W., Review Office.

### Good Publicity in the East

ONE of the attractions at the Land and Irrigation Exposition recently held in New York, at Madison Square Gardens, was the reel of moving pictures showing vintage time in California. One of the objects of displaying these pictures was to demonstrate to the Italians of the metropolis how much better their lot would be in the vineyards of California than in the crowded Latin quarter of New York. A particularly fine scene shows the laborers eating luncheon out of doors under the shade of wide-spreading oaks at Asti. This scene ought to tempt many an unemployed Italian to move heaven and earth to get to California.

These pictures were also shown a fortnight later at the Land and Irrigation Show at the Auditorium, in Chicago, where 1000 Cresta Blanca Sauterne splits were distributed under the auspices of the Southern Pacific.

## Woman, the Ballot and the Liquor Traffic

THE *Oakland Tribune* is showing a liberality of thought and a broadgauge consideration of the liquor traffic. In consequence the Publicity Bureau, Associate Membership Knights of the Royal Arch recently indicted a letter to that paper which contains much well expressed good sense. Considerable criticism has been expressed in various quarters as to the alleged antagonism of the liquor trade to woman's suffrage, and the letter shows why men engaged in that business look askance at it. The reason is "because the Prohibition party, Anti-Saloon League, W. C. T. U., Good Templars and all other so-called temperance organizations are, and always have been, zealous advocates of woman's suffrage. During the recent campaign in California these people never lost an opportunity to advocate woman's suffrage, making the claim that voting women would "wipe out the liquor traffic."

This certainly appears to us a very natural reason why men whose capital is invested in the liquor trade, and upon which their livelihood practically depends, should dread the placing of the power of the ballot in the hands of people who, as far as heard from, have declared themselves inimical to the liquor interests. It should be remembered, however, that this declaration has come only from a limited number of the women of California, and it is possible that a greater majority may be in favor of strict regulation rather than total abstinence. The great fear is that those women capable of properly understanding this burning question, will not be the ones to rush to the polls on the first opportunity, if at all, while those described in the letter, belonging to the poke-your-nose-into-other-person's-business class, will not lose an opportunity of voting, particularly if by so doing they can stir up trouble and strife, and injure as far as possible the community to which they belong.

Nevertheless, as the letter truthfully declares: "Yet the liquor dealers of California do not fear the result of a state-wide vote. We believe the sensible men and women will administer a stinging rebuke to its advocates. It is the election itself that we fear. The liquor dealers are kept in a condition bordering on bankruptcy through being obliged continually to carry on expensive anti-prohibition campaigns to protect their business interest; whereas, the Prohibition party workers and the Anti-Saloon Leaguers depend on such agitation for their living."

Nor are the liquor dealers the only ones suffering from the useless expense caused. We are given to understand that many of those members of the clergy, who depend upon the voluntary contributions of their congregation for their living, are bitterly complaining of the hard times caused by the continuous raids of the hungry prohibition gang upon the pockets of their flock. We have heard these financial skirmishing parties by the followers of the water wagon likened to Sherman's march to the sea, nothing being left behind with which the faithful can support their own ministers. Also the faithful are getting tired of the continual drain—the millions which have been spent with nothing to show for them but a crop of speak-easys, blind pigs, and bootleggers, and an increase in drunkenness and immorality.

We have now a local option law giving the people the right to decide for themselves the question of license or no license, and any attempt to put this state in the same class with Maine and Kansas will doubtless be defeated by a big majority.

At Santa Ana all hope of heading off the saloon fight in the Fifth Supervisorial District is gone. With 450 women registered, the chances for carrying the district "wet" were so slim the supervisors postponed calling the election for several days in order to give the petitioners a chance to withdraw their petition. The supervisors hoped thereby to save the expense of an election.



## LOS ANGELES DEPARTMENT



LOS ANGELES, Nov. 23.—The political situation here has rather unsettled the business men and particularly those engaged in the liquor traffic. We are practically between the "Devil and the Deep Sea"—Harriman and so-called Socialism and Prohibition and its attendant train of hypocrisy, and as a result, great are our trials and tribulations.

The long hairs, assisted by the church people succeeded in getting their prohibition ordinance on the ballot for the coming city election and it is certainly a stem-winder. Complete and absolute prohibition; practically it is confiscation of business interests representing many millions of dollars, loss three quarters of a million of dollars revenue to the city—which the taxpayers will have to make up—and the loss of employment to thousands of wage-earners, with 500 prominent high-priced business places vacant.

Can such an ordinance be passed? is the question that is being asked by the intelligent citizens of this city. It is hard to answer. While the liquor people are optimistic, they are still up in the air, for there is an unknown element in the ballot this year—the women—and the shrewdest of politicians acknowledge their inability to correctly estimate the trend of the women's vote. In the meanwhile business, as far as the liquor trade is concerned, is at a standstill and buying is limited strictly to the daily demands of their trade and such will be the case until after election. This of course applies only to the local trade; outside shipments continue normal and business is fairly satisfactory, aside from city conditions.

The vintage season is practically closed, save at the big vineyards and wineries and even they will finish by the end of the month. Taken altogether this has been one of the most successful seasons that Southern California has experienced for many years. The crop was large and of excellent quality, the weather during the crushing season all that could be asked, and a splendid quality of wines should be the result. One of the most important features of this season's vintage has been the tremendous increase in the amount of sweet wines and brandies made during September and October, as compared with former years. During the month of October over 600,000 gallons of sweet wines and 170,000 gallons of brandy was made more than last season.

This great increase shows not only how much larger this season's vintage was, but that a tremendous amount of stock was moved during the past three or four months under the cut prices that have prevailed in the sweet wines market, and that the wineries and cellars were practically empty of surplus stock at the opening of the vintage this season. Eastern shipments have been heavy for some time past and eastern depots of the large California houses are pretty well stocked up, though the demand in eastern markets has been exceptionally good, because of inviting prices.

Secretary Barlotti, of the Italian Vineyard Company, has been at the company's immense plant at Cucamonga for the past three weeks superintending the crushing, while President Guasti has been looking after the affairs at the central office here.

Crushing ended at all the local wineries last week. The Southern California Wine Company's Bessolo Winery, Hermitage, Demateis & Bro. and Gai, at Tropico, are all done. The West Glendale Winery will finish by the 30th, and the Sierra Madre Vintage Company this week, although they will all probably

make more or less brandy for some time yet, working up the odds and ends of the vintage.

The long hairs are still active in Long Beach, and having succeeded in making all kinds of trouble for the management of the Hotel Virginia, on a trumped up charge of violation of their liquor permit—which case is still dragging through the courts—have started a crusade against the hotel license held by the Alamitos Beach Hotel and the wholesale liquor house there and have filed a protest with the Board of Supervisors against their renewal.

Uncle Sam's revenue officers are engaged in a hunt to find out if any of the violators of the liquor laws at Sawtelle during the past five years had paid their government licenses, and if not proceedings will be started to collect for every year they were engaged in the business.

Arcadia, the sporting town founded by "Lucky" Baldwin, has ceased to exist and in its stead is a prosaic sleepy country town. The hotel has been closed and the lid applied, and it is prophesied that ere long it will require an affidavit to procure a drink in its precincts.

Pasadena law-makers are still wrestling with the liquor ordinances and the question will probably be decided at an initiative election held in January next, as an ordinance having been prepared and submitted to the city council who will, it is thought side step and let the people decide. The ordinance is drastic, allowing the sale of beer and wine costing 20c or more at meals, between the hours of 11:30 to 2 p. m., and 5:30 to 8 p. m. in public dining rooms, in full view of the public; prohibits the storage of liquors save in small amounts, also liquor advertisements, etc., etc.—a regular old maid's document.

The Mission Inn, a resort in Santa Monica Canyon, lost its license last week at a hearing before the Board of Supervisors, because of irregularities in the conduct of the place.

The winter visitors are beginning to put in their appearance on our streets and the higher class places like the Waldorf, Dan Jerrue's, Rol King's, Hoffman Cafe, The Del Monte, Wellington, etc., are all doing a good business.

John Davin, well and favorably known to the trade has, after 18 months' vacation, again embarked in business. He purchased the old stand, corner of Eighth and Main streets, and after spending about \$2,000 in refitting it, christened it the Apex Buffet. John always carried the very best in stock behind the bar and is already attracting a fine class of trade at his new place, which is the cosiest cafe south of the business center of the city.

A Placerville, El Dorado County, dispatch states that a petition signed by voters in the Third Supervisorial District asking for a special election on the saloon question had been presented to the county supervisors. The registered number of voters in the county at the last election was 413, but if the women vote at the special election the number will be almost doubled. There are eleven saloons and several wholesale liquor houses in the district, and these would be put out of business. The following towns are located in the district: Lathrobe, Shingle Springs, El Dorado and Nashville.



## Over The Sparkling Wine Cup

### Boosting California Grape Juice

BY HORATIO F. STOLL.

ONE of the promising industries which the Home Industry League should use every effort to promote is the manufacture of California grape juice. Welch's juice has a nationwide popularity through judicious advertising. In fact, so firmly has it been established, even in the State of California, that our native product, which is just as good, has had a difficult time supplanting the Eastern beverage. California juice, when properly made, is of almost infinite variety. By the use of appropriate varieties of grapes, we can get a range of flavors and aromas impossible with the Eastern grape. Some of these flavors are as highly aromatic and distinctive as the flavor of the Concord grape. By using Muscats of various kinds, Malvoisie, Cabernet, Semillon, Riesling, Palomino, etc., you can get a wide range of agreeable and distinctive flavors that is impossible with the Eastern grapes. All Eastern grape juice has practically the same flavor, that of the wild Labrusca grape. The only variation is in the more or less intensity of this flavor.

In Sacramento, the other day, I tasted some red and white grape juice made by the Sacramento Valley Winery from Alicante Bouschet grapes, that was simply delicious. "We had no intention of entering this field," remarked E. M. Sheehan, the manager, "but at the opening of the vintage season, I had quite a quantity of Alicante Bouschet grapes sent me from Yolo County which were too low in sugar for the type of wine we desired to make, so I decided to work them into grape juice by a new process and the result is a very palatable product I believe."

I had to agree with him, for it had a tart, pleasant taste that appealed to me far more than the sweet, syrupy California grape juices that are made in the Turlock and Lodi sections, for example. And the color was better, too. The white juice did not look like mucilage, but was as clear as crystal, while the red juice had a rich, ruby color, showing plenty of body.

Calwa grape juice is known all over the country and can be secured in practically every drug store and soda fountain. The package of today is a big improvement over the old one. The gilt, white and black label is in excellent taste, and announces that the juice "is made from ripe California wine grapes only" and "is free from alcohol, but otherwise has all the nourishing and health-giving properties of fine red wine."

Lewis Aubury, our State Mineralogist, tells an amusing story of his difficulty in securing California grape juice in Los Angeles. He is very enthusiastic about boosting California products and at his hotel called for Calwa grape juice. He was told they had none, but that they could give him something "just as good."

"All right," said Aubury. And to his astonishment, they brought on a bottle bearing the title "Armour's Grape Juice."

"I want a California grape juice," insisted Aubury.

"We have none," said the waiter, who added: "Try this. You'll like it."

"Take it away," said Aubury, after he had scanned the Eastern label, "I'm afraid it's made of hoofs and hides, a by-product of Armour's packing house." And in disgust, he cried: "Give me some California mineral water instead."

It is a pity that more of our representative citizens do not make it their business to call for a California grape juice and insist upon getting it instead of calmly taking the Eastern

product when it is thrust upon them. For there is no reason why any California hotel, restaurant, club, grocery store or soda fountain should ignore our California grape juices now that they are the equal of those produced anywhere.

Only a few of the manufacturers of California grape juice announce the particular variety of grapes they use in making their non-alcoholic beverage. John Swett & Son, of Martinez, put their different types of juices in distinctive packages according to the grapes used. I think their white Malaga grape juice, in tall Rhine bottles, with a handsome gilt label and golden cap is the most attractive package I have ever seen. The juice is almost the color of Saunterne, crystal clear, and makes a fine contrast to their red Cabernet juice which is also put up in Rhine bottles. All their juices bear the inscription "Prepared by Pasteur's process of sterilization" and are as fine as any made anywhere.

Another important distinction between the Eastern and California juices is that our juice contains more sugar as a rule and is therefore more nutritive. The acidity of our juice also is always considerably lower than that of the Eastern, giving it a smoothness much appreciated by many palates and more suitable for the use of people with weak digestion. This matter of acidity, however, can be varied in our California juices almost as much as the flavor by the choice of more or less acid varieties or the use of grapes at more or less advanced stages of ripeness. Moreover, the same variety grown in the interior will have less acidity than when grown in the coast valley.

When driving through the Napa Valley, from Calistoga to St. Helena, two years ago, we halted at Tucker's Grove at a way-side open-air refreshment stand where "soft drinks" are served to passers-by. I decided to try some Napa County grape juice. But I found the proprietor was a newcomer and although he had heard of grape juice, and had had several requests for it, he contented himself with selling soda water, lemon pop, sarsaparilla, ginger ale and the like. I told him he ought to serve grape juice since his stand was located in the midst of vineyards and it was better for the health of the public than the charged waters he was offering. The other day, I passed the same place and evidently he had hearkened to my words, for I had an opportunity to sample some of the Bruck Grape Juice Co.'s white and red grape juice, which I found very palatable indeed.

Bismarck Bruck has been in the grape and wine business in Napa County for twenty years and his long experience in selecting and handling grapes has enabled him to produce a grape juice that is excellent. This year his output is 15,000 gallons, about the same quantity he made last vintage. It has the natural, delicious, fruity flavor of the Napa Valley wine grapes and is not too sweet, nor too tart; nothing need to be added to make it palatable. I have found out that heat brings out the flavor and the fruit acids in Bruck's grape juice and makes a delicious drink. In winter it serves as an excellent substitute for hot lemonade or punch.

As a rule, California grape juices are bright and clear, containing no cloudiness or sediment such as characterizes most of the Eastern juices. "The claim of the Eastern manufacturers that this sediment is the nutritious portion of the juice is absolutely preposterous," says Prof. F. T. Bioletti of the Department of Viticulture, University of California, and he adds: "The sediment or cloudiness consists simply of impurities or to call it by a shorter and uglier word—dirt."

I have made it a point to ask for California grape juice everywhere. This summer, at Glenbrook, in the Santa Cruz Mountains, I noticed a liberal display of Welch's Grape Juice at the general merchandise store which supplies the large contingent of summer visitors that flock there each year.

"Don't you carry California grape juice?" I asked.

"Yes," said the young man who waited on me, "but everybody asks for Welch's."

"What kind of California grape juice have you?"

"Calwa and this," he said, handing me a pint bottle of Zinfandel grape juice put up by a vineyardist at Boulder Creek, near by.

"Do you sell much of this," I inquired.

"Oh, about one bottle a week."

I smiled, because the summer vacation season, when the place swarms with women and children who enjoy grape juice, lasts only about twelve weeks, and I quickly figured that during this period only about one-half case of pint bottles would be disposed of at this rate of consumption.

"Is it any good?" I asked.

"Sure," said the young man, getting a bit impatient.

"Well," why don't you see that the people buy it in preference to the Eastern article," I returned. "I should think you would boost for a home article."

"I'm not telling people their business," he retorted. "If a lady want's Welch's she's going to get it."

That sounded final, so I did not argue further. I decided to try a quart bottle of this Boulder Creek juice, as I have never heard of this special brand. That evening, before returning, I announced to our party that I had a treat in store for them. The bottle had been thoroughly iced and I had secured a siphon of seltzer water to add to it, if necessary.

I filled a half dozen glasses which I offered to our party. I noticed that no one seemed especially thirsty after a first swallow. When I got my first mouthful, I understood why they failed to enthuse and why the demand was only one bottle a week. It was wretched stuff, no color, insipid in taste, with a burnt flavor that seemed to stick with one indefinitely.

I made up my mind that the salesman at the Glenbrook store knew his business when he did not push this brand of grape juice, for every bottle sold was a boost for Welch's and another slam at the California product.

In the shopping district of Los Angeles, I recently saw a beautifully decorated candy store window devoted to the white and red grape juice of the Bass Islands Vineyard Company, of Sandusky, Ohio. In order to induce those who were not familiar with this particular brand to enter, a sign in the back of the window extended this tempting invitation: "Come in any try a sample," while pasted on the window pane so that you could not miss it, was "Try a Catawba Phosphate."

I decided to investigate and when I seated myself at the long soda fountain counter, I saw at least a dozen people drinking the Catawba and Concord grape juice of the Bass Islands Vineyard Company. In nearly every case that I could follow, they were given small checks, denoting the cost of the drink they ordered, and these were paid as they departed. I concluded that the invitation to sample the grape juice was a joke. To make sure, after I had tasted "Catawba Phosphate," which was not a bad drink, I asked if I might "sample" the grape juice above mentioned, and instantly the young lady who was serving me said: "Yes, certainly."

A moment later, she poured white Catawba grape juice into a tiny glass, about the quantity contained in a claret glass. It was ice cold, clarified and possessed the acid, foxy taste of these Eastern grapes which somehow seems to please the public more than the grape juice turned out by our California manufacturers.

I asked the young lady if many people "sampled" the Bass Islands Grape Juice and she said: "Yes, you'd be surprised. I think strangers, more than our own people, take advantage of this offer."

"Do you think, giving away samples pays?" I asked.

"Oh, yes, for most of those who taste this grape juice order a Concord or Catawba water ice, a phosphate, an ice cream, or a straight glass of the juice. You see we introduce it into all our ices and drinks and if they like the little sample, they haven't the nerve to ask for more, but usually take a full order, for which they pay."

I thought, perhaps, that the management was carrying this particular grape juice to satisfy the demand of the Eastern tourists and colonists who fill Los Angeles the greater part of the year, but the young lady who served me promptly said: "No, as a matter of fact, I don't think the Bass Islands Vineyard Company's product is so well known as all that. People often ask for Welch's or Walker's in preference. But when they find we have none and that the juice we do carry is made of Eastern Catawba or Concord grapes, they take it in preference to our California product which most Easterners seem afraid to try."

That there is money in the production of Eastern grape juice is evident from the fact that the Welch Grape Juice Company recently doubled its manufacturing capacity by purchasing, at receiver's sale, the Walker Grape Juice plant at North East, Pa. It is only sixteen miles distant from the main Welch plant at Westfield, N. Y., and was built two years ago. It is thoroughly modern, constructed of reinforced concrete and its output—Walker's Grape Juice—was widely advertised and widely distributed last year. The Welch purchase included only the land, buildings, machinery and corporate franchises of the company. I understand that they took over no grape juice.

There is no question but that before long, the Welch Company will find California grape juice producers invading their territory, for there is no reason why California should not make grape juice from the same varieties which are used in the East, as these grapes grow here, bear more heavily and produce grapes of better quality than in the East. In fact, Professor Bioletti thinks that the time will come when Concord grape juice will be produced here of better quality and more cheaply than it is in the East.

### World's Brewers to Meet In San Francisco

KARL S. PLAUT, president of the Oakland Brewing and Malting Company, who went East as the representative of the California State Brewers to attend the International Congress of Brewers, recently held in Chicago, has just returned to Oakland. In a recent interview Mr. Plaut said: "It was a wonderful session that we had in Chicago. Nearly every nation on the face of the globe was represented by delegates. Even little Switzerland sent several delegates to the congress. Japan was also well represented. There was a magnificent display of machinery in the Coliseum in Chicago representing an outlay of something like \$2,000,000. The California Development Board was also represented at the congress and I had occasion to do some work for that organization."

"I am happy to say that I secured the International Congress for San Francisco for 1915. This will be a splendid thing for that city, as it will bring delegates from almost every nation in the world to San Francisco."

**LASH'S BITTERS**  
TONIC LAXATIVE

# LOUISVILLE DEPARTMENT

G. D. CRAIN, JR., Regular Correspondent, 305 Keller Bldg., Louisville, Ky.

**L**OUISVILLE, Ky., Nov. 25.—Although the melancholy days, from the standpoint of the poet, have arrived, they are far from melancholy for the whisky trade. Business is coming in at a rate which is producing pleased expressions, and the shipments which are going out to all parts of the country in anticipation of a heavy holiday trade are well up to standard, and in many instances ahead of last year. The situation is entirely satisfactory, and the outlook is for continued good business for the next month. The Main Street houses do not expect a great deal of trade after the first of the year, for the holiday lull will probably extend over most of January. They are perfectly satisfied with the situation, however, and report that the demand from the Pacific Coast, as well as other sections, is holding up in excellent shape.

The whisky market is exceptionally strong. The demand for stock has been so strong and consistent, as a matter of fact, that about all that is left on the market is that which was produced in the seasons of 1910 and 1911. A local broker reported to the correspondent of the *PACIFIC WINE AND SPIRIT REVIEW* that he had a large order for 1908 goods, and that he was unable to find a sufficient quantity on the market to fill the order. It would seem from this that there is going to be a scarcity of bottled-in-bond stock, and that the output of bottled goods during the current season will be below normal.

Prices are of course advancing, and it seems that there is every reason why quotations should go up, in view of general conditions, the cost of production and other factors entering into the situation. The high price of grain at present is going to make it more expensive to produce whisky this season than last, and therefore, in spite of the strength of the market, buyers are confronted with the anomaly of being able to buy 1911 goods as cheaply as they can contract for 1912. It is predicted by those closely in touch with the situation that buyers will have to reconcile themselves to paying higher prices for new whisky.

A good many distilleries have been put in operation, but, as indicated, the advance of the price of corn, compared with last season, is scaring off some producers. This is not likely to have a serious effect, however, although it will undoubtedly shorten the crop somewhat. Plants which have not begun mashing yet will undoubtedly begin operations during December, so that by Christmas practically every distillery in Kentucky will be producing.

The November election, while not of great importance to the trade, was nevertheless a distinct victory for those who stand for personal liberty and against the advances of prohibition. O'Rear, the Republican candidate, ran on an extreme platform, and while he did not openly say so, he indicated that he would support State-wide prohibition. He attacked the whisky trade in a good many instances, accusing it of attempting to control the political situation. Mr. O'Rear's opponent, McCreary, was elected by a majority of about 35,000 votes. McCreary is regarded as a conservative and safe leader, and it is not likely that he will urge any radical legislation. Both parties are committed to the county unit extension bill, however, and so it is likely that this will be put through the legislature this winter. The politicians have seen, however, that the idea of State-wide prohibition is decidedly unpopular with their constituents, and it is therefore probable that there will be little talk along that line from now on.

The internal revenue reports showed a falling off in the receipts from tax payments on whisky during October. The amount was \$1,363,272, compared with \$1,427,253 in October,

1910, a loss of \$63,880. The falling off was not regarded as being of special importance.

One of the biggest fire losses in the whisky trade for several years occurred at Owensboro, Ky., November 17, when a bonded warehouse of the Daviess County Distilling Company, containing more than 12,000 barrels of whisky, was burned to the ground, the loss being in the neighborhood of \$300,000. The insurance amounted to about \$250,000. The origin of the fire was not learned, but at the time it was discovered it had gained considerable headway, so that it is supposed that it had been burning for at least an hour. The unfamiliarity of the firemen with the material caused them to fear that an explosion would result, and for that reason they failed to make as aggressive efforts to extinguish the blaze as they might have done. A bottling house of the company was also burned, but it is reported to the correspondent of the *PACIFIC WINE AND SPIRIT REVIEW* that the company has already ordered additional bottling equipment, and that it will continue to carry on this branch of the business without interruption. The company is controlled by the estate of the late Dietrich Meschendorf, of Louisville, and Thomas Medlet, of Owensboro.

Several Owensboro distilling concerns, including the Glemore Distilling Company, the Daviess County Distilling Company, the Eagle Distillery Company and the Green River Distilling Company, have compromised suits for State taxes which have been pending against them. The suits were based on the storage accounts which the distillers held were not liable for taxes. Under the agreement which has just been made the companies will pay 80 per cent of the accrued taxes.

The Belmont Distilling Company, of Louisville, has secured a permit for the erection of an eight-story brick warehouse at its plant on Breckenridge street, between Seventeenth and Eighteenth. The structure will cost about \$25,000. It is required on account of the larger stocks which the company is carrying in storage.

Dietrich Meschendorf, one of the best known men in the whisky trade in this city, died November 4 in San Antonio, Tex., after a long illness, of heart disease. Mr. Meschendorf was president of the Old Kentucky Distillery Company, of Louisville, and also had other interests. Mr. Meschendorf had been in failing health since last spring, and had been in Texas for several weeks preceding his death, having found that the climate there was more beneficial for him than any other he had discovered. He was 53 years old and was born in Germany. The funeral was held in Louisville at the home of Henry H. Baumeister, a brother-in-law.

Lawrence Jones, of the Paul Jones Distilling Company, who is one of the best known exhibitors of show horses in the country, has decided to give up this sport and accordingly has disposed of practically his entire stable, including such well known stars as Gallant Lad, Mr. Hickman, Diana of the Lea, Henry of Navarre and others. Poetry of Motion, his famous champion three-gaited saddle horse, was not sold with the others in New York on account of being sick, but will be sent on later and sold at auction. It is stated that Mr. Jones is considering entering the thoroughbred game and racing horses at Kentucky tracks.

Davis Brown, of J. T. S. Brown & Sons, has returned from a trip to the Orient. He was much impressed with the possibilities of China, and made the prediction upon his return that China will ultimately become a republic and will take its place among the leading nations of the world.

## Voice of a Safe and Sane Press

THE following excerpts from leading journals of the State show that there are some representative and influential newspapers in California that are not afraid to warn the frenzied Prohibits that the State will not stand for their program:

### PROHIBITION NOT THE REMEDY.

We do not believe in general prohibition for the simple reason that experience has shown that it does not prohibit. We do not believe in prohibition, state-wide, because we do not believe in "blind pigs." Speaking plainly to the earnest members of the Prohibition party, we say to them that we think they are unwise in inaugurating such a campaign.

We will always battle for decency, but between local option and theoretical prohibition we recognize the difference between one plan that deals practically with realities and another that merely hopes for the attainment of an ideal. We know that absolute prohibition cannot be enforced in the average city. It has not been enforced in those cities where it is a part of the law.

Wherever a community favors the suppression of the liquor traffic, the local option law is available. But in the larger cities, in particular, the licensed and rigidly regulated sale of liquor is far better for the community than the unlicensed and illicit sale. And we say this in all sincerity, as devotedly committed to the promotion of real temperance as any member of the Prohibition party of California.—*Sacramento Union*, Nov. 10, 1911.

### CALIFORNIA NOT PROHIBITION.

There is a movement started by the Prohibitionists to begin a State-wide campaign next year for the suppression of the liquor business. They are making a great mistake, for they are uniting against them, all persons who believe in temperance, but not in prohibition. People who try to see things as they are take no stock in the few taking upon themselves the prerogative of controlling the many by "you shall and you sha'n't."

California will never vote for prohibition, for this is a country in which grape culture is a leading industry. What the people really need is the regulation of the liquor business and also the encouragement of the use of light wines in the place of whisky. Any prohibition agitation will be very detrimental to local option and regulation and really strengthen the liquor forces.

The *Sacramento Union* in a recent article states the main moral and social objection to State prohibition in terms that cannot be bettered:

"Kansas and Maine have long been offensive examples of the operation of State prohibition. The moral tone of other cities has been lowered by contempt for the law which prohibits the sale of intoxicating liquors but does not stop it. Their petty courts are filled with 'drunks' every trial day. These facts are notorious and there is no reason for us to assume that conditions would be different in California."

Every well-informed person knows that every word of the above is true—but "none are so blind as those that will not see."—*Stockton Independent*, Nov. 12, 1911.

### A BRIEF ANALYSIS OF SLOUGH WATER.

"The *Oakland Tribune* fears that as a result of woman suffrage the saloons in San Francisco will be closed before the World's Fair," says the *Stockton Record*. The statement is characteristic because it is untrue. The *Tribune* never expressed any fear that the saloons in San Francisco would be closed. It does not care whether they are closed or not. But in commenting on an attempt to work up a State-wide prohibition movement, we remarked that the Panama-Pacific Exposition would probably be a financial failure if the sale of liquor were forbidden in the city and on the grounds.

This comment was taken up by the *Riverside Press*, which foolishly asserted that the exposition would be helped rather than hurt by closing up all the saloons in the city and forbidding the sale of intoxicants on the fair grounds. We showed how absurd this statement was and that is all.

With characteristic flippancy and disregard of the truth the *Stockton Record* says "the *Tribune* fears as a result of woman suffrage that the saloons in San Francisco will be closed up before the World's Fair."

The mental scarecrow who edits our *Stockton* contemporary is as disordered in his morals as his wits. He meets every proposition either with a falsehood, an insinuation or an accusation. Under pretense of answering a proposition advanced by some other journal, he replies to a falsehood manufactured by himself.

Of course this is a small matter, but it is typical—both of the *Stockton Record* and the school of fake moralists and reformers to which he belongs. Every candidate who opposes prohibition for any reason is habitually termed by men of the stamp of the *Record* editor as "candidates of the saloon," "advocates of the rumshop." When they do not falsify outright they twist and distort the truth beyond recognition and make an ordinary fact feel ashamed of itself after they have turned it and cut it bias to suit their purposes. Pointing out that prohibition throughout the State would ruin the Panama-Pacific Exposition is distorted into a fear that the saloons in San Francisco will be closed "before" the World's Fair. Woman suffrage is alleged to have inspired this fear. But what's the use of wasting words on a cheap liar?—a mental misfit and a moral fraud, whose idiosyncracies are the product of a tapeworm and indigestion?—*Oakland Tribune*, Nov. 13, 1911.

### THE MISTAKEN IDEA OF A WINELESS BANQUET.

The first annual membership banquet of the Sacramento Chamber of Commerce will be held in this city on the evening of December 6th, and the proposal is before that body that no wine shall be served.

The *Bee* hopes the idea to make this a dry occasion will not prevail.

Wine is one of the principal products of California. It is a good servant and a bad master. Rightly used, as in Italy and France, it makes for temperance.

It would look very inappropriate to have a banquet of the Sacramento Chamber of Commerce at which one of the principal products of the Sacramento Valley—one of its best products, in fact—would be totally barred.

What the public bodies of Sacramento and other cities should do is encourage the drinking of light wines. Those wines should be of California vintage. They should be used not only in testimony of confidence and faith in our own productions, but also in moderation for promotion of true temperance.—*Sacramento Bee*, Nov. 16, 1911.

### PROHIBITION IN CALIFORNIA.

No propaganda was ever more bountifully financed than the Prohibitionists. It has the backing of John D. Rockefeller, and it receives monthly contributions from thousands of zealots. It has a slush fund for political purposes large enough to defray the expenses of a Presidential campaign, and this is the explanation of the apparent enthusiasm with which the war against the liquor interests is being waged. There is nothing like money to stimulate enthusiasm. According to the Greek definition enthusiasm signifies "God in us." To many an ardent Prohibitionist it means a dropsical purse. And this is why the propaganda, heedless of logic and common sense, is carried on with great vigor by reformed drunkards and vagrant preachers, and why some of the industries of this State are threatened with destruction on the preposterous principle that the excesses of the few justify infringement of the liberty of the many.—*S. F. Town Talk*, Nov. 4, 1911.



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### Same Old Slippery Prohibs

LOUISVILLE, Ky., Oct. 16.—After declaring that a law to punish those who buy, keep and use liquor in "dry" territory would make prohibition unpopular and ridiculous, Wayne B. Wheeler, Ohio Superintendent of the Anti-Saloon League, has written a second letter to T. M. Gilmore, President of the National Model License League, in which he says:

"If you are sincere in giving the prohibition of the beverage liquor traffic a real test, we will gladly join you in making it unlawful to purchase liquor for beverage purposes, as well as to sell it in dry territory, providing, the person who purchases the liquor will be exempt from any penalty if he will tell from whom he purchased the liquor."

In declining to recognize the offer of Mr. Wheeler as an acceptance of the challenge to a test of real prohibition, Mr. Gilmore has replied, in part, as follows:

"To this, of course, I would not agree because your exemption would nullify the law. If the man who purchased liquor from a mail-order house in another State would tell from whom he purchased it, he would be exempt from any penalty, and, of course, the mail-order house would be exempt because it would be located in another State or even in Canada.

"Furthermore, if I were going to punish either the buyer or seller of liquor in "dry" territory, I would punish the buyer before I would the seller because the seller is only the servant of the buyer, and the buyer is entirely responsible for the seller.

"You speak of making an exception in favor of liquor for scientific and pharmaceutical purposes, and I would be perfectly willing to make an exception of alcohol for scientific purposes, but I would insist that it be denatured so that no one could drink it. I would not be willing, however, to make an exception in favor of medicinal purposes, because the large majority of people who drink claim that they do so for their health, and such an exception would nullify the prohibitory law.

"I would not be willing to join with you in trying to enforce the present liquor laws in Ohio as you suggest, because the liquor laws in Ohio are, in my opinion, very absurd, and if I am not mistaken they are really in opposition to your constitution, which was intended to forbid the sale of liquor in your State.

"If Ohio will adopt a 'model license' law the retail liquor dealers will enforce the law, because it will be profitable to them to do so, and unprofitable to violate law.

"What I am willing to do as president of the National Model License League is to ask the legislatures to do away with the present character of prohibition because it is nothing more than a farce, and is not expected to prohibit anybody from getting liquor, and in place of these laws to submit real prohibitory legislation, and let the people decide whether they want real prohibition or not. I mean by this a law that will prohibit not only the sale of liquor, and the manufacture, if you please, but also the purchase of liquor and the possession of liquor in 'dry' territory for any purpose other than scientific purposes, and I would insist, as I said above, that the alcohol used for scientific purposes should be denatured.

"If the people will vote for such legislation, and nothing short of it will give us prohibition, then the liquor traffic is doomed, but if they refuse to vote for it then prohibition is doomed.

"Now, Mr. Wheeler, may I ask that you answer to the point, and say whether you favor real prohibition or insist upon continuing a movement that has been tried out fully and has proven to be a complete failure?"

### State Wine Output Greatly Augmented by Ontario Section

EXPERTS are authority for the statement that of the 40,000,000 gallons of wine which California will produce this year, equaling its mammoth output of last year, the section immediately surrounding Ontario will be the heaviest contributor, of any single section.

These men are closely in touch with the situation and have made a careful study of conditions. Of the 40,000,000 gallons which the State will produce, 13,000,000 will represent sweet wine and 27,000,000 gallons dry wine.

There will also be prepared in California wineries about 3,000,000 gallons of brandy.

The value of these 40,000,000 gallons of wine and 3,000,000 gallons of brandy is approximately \$30,000,000.

The wine and brandy if contained in a large vessel would make a lake deep enough to float the battleship Oregon.

Of the enormous amount of liquor produced this year in California, not all is to be consumed in the United States, as about 10,000,000 gallons are destined for other countries.

"All things considered, it is the best season we've had," declared Secundo Guasti, president of the Italian Vineyard Company, and the owner of the largest vineyard in the world, located at Guasti, at the eastern gates of this city.

"The crushing of grapes has been going on for the past three months and will continue for a month to come. Yes, I would estimate the output of wine this year as 40,000,000 gallons.

"The fact to keep in mind, and the fact California people should marvel at, is that California wine-producers have slowly but surely built up another one of the industries that place California in a class with the richest agricultural sections of the world. Another matter of importance to bear in mind is that we are producing higher class wines, and we have even achieved a successful California champagne, which bids fair to have a splendid sale as domestic vintage and an export product."

"The region about Ontario embracing the extensive vineyards at Cucamonga and Guasti yield most excellent wines of port and sherry and other sweet wine types that rival those of Spain.

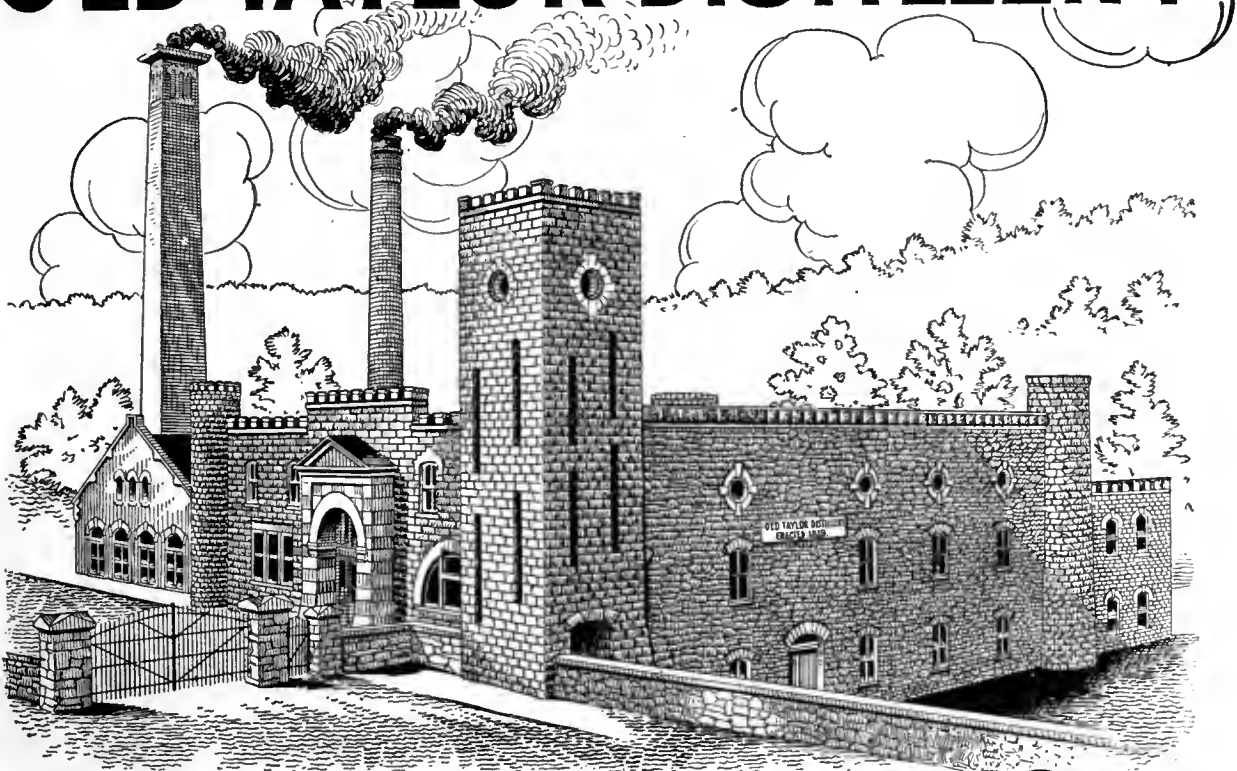
"The maturing and handling of California wines necessitates the employment of an army of men, while the amount broadly invested in the industry is estimated to exceed \$100,000,000.

"The area in California planted to vineyards includes nearly 300,000 acres of fertile land."—*Ontario Republican*, November 10, 1911.

### There is a Way

WHAT are we to eat and drink to be safe? Drink water and get typhoid fever. Drink milk and get tuberculosis. Drink soup and get fat. Eat meat and encourage cancer, apoplexy and appendicitis. Eat oysters and absorb typhoid gastric poison germs. Eat vegetables and give the system Asiatic thin-blooded weakness. Eat dessert and die with paresis or something else. Smoke cigarettes and die too soon. Drink coffee and fall into insomnia and nervous prostration. Drink tea and get weak heart. Blame it all, if you want to keep well quit eating and drinking, smoking and loving, and before breathing or touching anything see that the air and everything is perfectly sterilized. Some scientific cranks or madmen think every man should so live, while another set of cranks think all modern science is nonsense. There is a scientific moderation in living that almost surely insures long life, no matter what the different kind of cranks say.

# OLD TAYLOR DISTILLERY

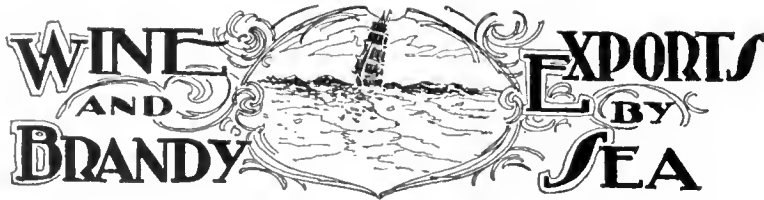


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### NAMES OF CONSIGNEES WILL NOT BE GIVEN

Owing to a recent order of the Secretary of the Treasury through his local representatives, it has been found necessary to discontinue giving the names of the Consignees at this port. We regret to have to make this announcement, but for the time being, such conditions will rule.

#### EXPORTS OF WINE.

FROM OCTOBER 20, 1911, TO NOVEMBER 20, 1911

Destination.	Cases.	Gallons.	Value.
To British Columbia	10	4,995	\$1,597
" Central America	92	15,999	6,869
" China	82	438	602
" Hawaiian Islands	168	57,144	23,630
" Japan	29	20	30
" Mexico	233	5,950	2,171
" New York	2	1,300,310	462,556
" Philippine Islands	21	2,035	822
" South America	21	6,378	2,454
" Samoan Islands	27	264	150
" Malaya	1	201	85
" Korea	24	2,500	1,000
" Dutch East Indies	24	5,051	1,661
" Holland	621	621	173
" Germany	51	51	17
" England	123,221	44,194	
" Italy	41,588	17,765	
" New Orleans			
" Other Eastern States			
Total	689	1,566,766	\$565,946

#### WHISKY.

Destination.	Cases.	Gallons.	Value.
To Central America	42	151	\$665
" Hawaiian Islands	433	1,297	6,197
" Mexico	5	27	27
" New York	605	5,450	5,450
" Philippine Islands	350	180	1,840
Total	1,435	1,628	\$14,179

#### BRANDY.

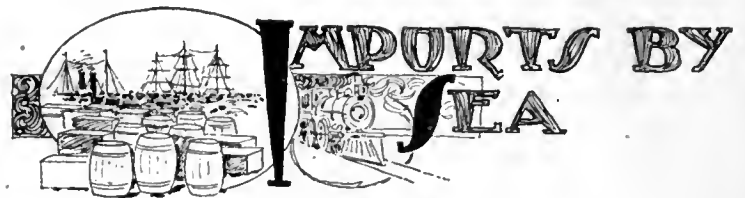
Destination.	Cases.	Gallons.	Value.
To British Columbia	5	250	\$52
" Hawaiian Islands	5	562	563
" New York	50	50	120
" Other Eastern States			
Total	10	862	\$1,759

#### BEER.

Destination.	Packages.	Value.
To Central America	46	\$339
" China	61	321
" Hawaiian Islands	359	3,198
Total	466	\$3,858

#### MISCELLANEOUS.

Destination.	Packages and Contents.
To British Columbia	50 cs Rock and Rye, 6 gals Vermouth
" Central America	5 cs Cherries in Maraschino, 3 cs Grape Juice, 15 cs Mineral Water
" China	45 cs Grape Juice
" Hawaiian Islands	22 cs. Vermouth, 5 cs Picon, 74 cs Grape Juice, 42 cs. Cider, 18 cs 2 bbls Alcohol, 25 cs 4 bbls Gin, 1 cs Curacao, 2 cs Kummel, 2 cs 1 bbl Rum, 5 cs Porter, 40 cs Syrups, 52 cs Liqueurs, 31 cs Mineral Water, 2 cs Ginger Ale
" Japan	4 cs Cherries in Maraschino, 2 cs Cider
" Mexico	1 cs Grape Juice, 3 cs Mineral Water, 3 cs Cherries in Maraschino
" New York	1965 cs and 80 bbls Cherries in Maraschino
" Other Eastern States	135 cs 2 bbls Cherries in Maraschino
" Philippine Islands	10 cs Grape Juice, 25 cs Cherries in Maraschino, 25 cs Cider
" Tutuilla	1 bbl Alcohol, 19 cs 5 bbls Liqueurs, 50 cs Cordials
" Australia	3 cs Grape Juice, 1 keg Cider
Total	2684 cs 85 bbls 1 keg 6 gallons
Value	\$24,741



#### Domestic.

FROM OCTOBER 20, 1911, TO NOVEMBER 20, 1911.

#### FROM SEATTLE.

Beer	1815 hhd	805 bbl	920 hf	bbl	965 qr	bbl	5 sixth	bbl	2 csks
Alcohol									34 bbls
Wine									10 cs
Vermouth									3 cs

#### BEER IN TRANSIT.

To Oakland	175 hhd	20 bbl	158 hf	bbl	77 qr	bbl	3 sixth	bbl
" Alameda	150 hhd							175 hf bbls 450 qr bbls
" Nevada								134 hf bbls 25 qr bbls
" Hanford	150 hhd	95 bbl						230 hf bbls
" Santa Clara								60 bbls

Total In transit...475 hhd 175 bbl 697 hf bbl 552 qr bbl 3 sixth bbl

#### IMPORTS BY SEA.

#### Foreign.

FROM OCTOBER 20, 1911, TO NOVEMBER 20, 1911.

#### FROM NEW YORK (via Salina Cruz)—Per Columbian, October 23.

20 cs Whisky	San Francisco.
10 cs Gin	San Francisco.
10 cs Punch	San Francisco.
6 bbls Whisky	Portland.
16 cs Liqueurs	Portland.
150 bbls Beer	Honolulu.
600 cs Liqueurs	Honolulu.
100 cs Whisky	Honolulu.

#### FROM EUROPE—SAME VESSEL.

125 cs Porter	San Francisco.
250 cs Champagne	San Francisco.
50 cs Cider	San Francisco.
150 cs Champagne	Los Angeles.
1 csk Whisky	Los Angeles.
8 csks Whisky	Portland.
155 cs Whisky	Portland.
5 cs Champagne	Seattle.
50 cs Whisky	Honolulu.

#### FROM NEW YORK (via Ancon)—Per Navajo, October 25.

84 bbls Whisky	San Francisco.
40 cs Cordials	San Francisco.
2 cs Wine	Los Angeles.
2 bbls Wine	Los Angeles.
2 bbls Whisky	Los Angeles.
5 cs Brandy	Los Angeles.
10 cs Gin	Los Angeles.
10 cs Gin	Astoria.

#### FROM KOBE, JAPAN—Per Mongolia, October 28.

713 csks Sake	San Francisco.
294 cs Sake	San Francisco.
60 csks Sake	Los Angeles.

#### FROM NEW YORK (via Salina Cruz)—Per Nevada, October 29.

7 csks Wine	San Francisco.
82 cs Wine	San Francisco.
10 cs Brandy	San Francisco.
32 csks Gin	San Francisco.
5 cs Gin	San Francisco.
1 csk Liqueurs	San Francisco.
2 cs Lime Juice	San Francisco.
150 cs Whisky	San Francisco.
30 bbls Whisky	San Francisco.
10 cs Wine	Portland.
670 cs Whisky	Portland.
10 bbls Whisky	Portland.
6 cs Gin	Oakland.

#### FROM HAMBURG—Per Mera, October 29.

1 hhd Whisky	San Francisco.
16 octs Wine	Seattle.

#### FROM EUROPE (via Ancon)—Per Acapulco, November 1.

123 cs Wine	San Francisco.
5 bbls Wine	San Francisco.
60 cs Beer	San Francisco.

E. A. GROEZINGER

Established 1846

E. O. SCHRAUBSTADTER

# A. FINKE'S WIDOW

## SPARKLING AND VINTAGE WINES CHAMPAGNES

809 MONTGOMERY STREET, SAN FRANCISCO, CAL.



340	bbls Stout	San Francisco.
70	bbls Ale	San Francisco.
15	cs Mineral Water	San Francisco.
26	cs Wine	Honolulu.

FROM NEW YORK (via Ancon)—Per Pennsylvania, November 1.

267	bbls Whisky	San Francisco.
32	csks Wine	San Francisco.
5	csks Gin	San Francisco.
5	cs Gin	San Francisco.

FROM KOBE, JAPAN—Per Nippon Maru, November 2.

100	cs Sake	San Francisco.
94	csks Sake	San Francisco.
10	cs Sake	Los Angeles.

FROM NEW YORK (via Salina Cruz)—Per Alaskan, November 6.

20	cs Fruit Juice	San Francisco.
5	cs Elder	San Francisco.
8	cs Wine	San Francisco.
610	cs Gin	San Francisco.
6	bbls Gln	San Francisco.
928	cs Whisky	San Francisco.
6	cs Bitters	San Francisco.
6	bbls Whisky	Stockton.
150	bbls Beer	Honolulu.
111	cs Whisky	Portland.
57	bbls Whisky	Portland.
1544	cs Whisky	Seattle.
10	cs Wine	Seattle.
1	csk Wine	Seattle.
5	bbls Whisky	Seattle.
125	bbls Ginger Ale	Seattle.

FROM KOBE, JAPAN—Per Tenyo Maru, November 9.

516	csks Sake	San Francisco.
15	cs Sake	San Francisco.

FROM NEW YORK (via Salina Cruz)—Per Virginian, November 10.

9	cs Cordials	San Francisco.
1000	cs Bitters	San Francisco.
5	cs Gin	San Francisco.
2	bbls Gln	San Francisco.
11	cs Wine	San Francisco.
2	bbls Gln	Sacramento.
10	cs Gln	Sacramento.
10	bbls Whisky	Stockton.
2	bbls Wine	Portland.
30	cs Wine	Portland.
4	bbls Gln	Portland.
3	cs Gln	Portland.
83	bbls Whisky	Portland.
25	cs Whisky	Portland.
75	cs Whisky	Seattle.
9	cs Wine	Seattle.
120	csks Beer	Honolulu.
2	bbls Gin	Honolulu.

FROM EUROPE—SAME VESSEL.

25	bbls Ginger Ale	San Francisco.
10	octs Wine	San Francisco.
25	cs Brandy	San Francisco.
100	cs Brandy	Portland.
25	cs Whisky	Portland.
52	cs Whisky	Seattle.
3	csks Whisky	Seattle.
25	cs Beer	Honolulu.
5	octs Whisky	Los Angeles.

FROM ANTWERP—Per Director, November 10.

118	cs Wine	San Francisco.
140	cs Bitters	San Francisco.
1350	cs Mineral Water	San Francisco.
75	bbls Mineral Water	San Francisco.
700	cs Absinthe	San Francisco.
115	cs Kirsch	San Francisco.
8	csks Brandy	San Francisco.
10	octs Brandy	San Francisco.
4	csks Wine	San Francisco.
200	cs Gln	San Francisco.
3	csks Vermouth	San Francisco.
200	bbls Beer	San Francisco.
20	cs Beer	San Francisco.
436	cs Liquors	San Francisco.
699	cs Brandy	San Francisco.
50	cs Byrrh	San Francisco.
830	cs Whisky	San Francisco.
1	hhd Whisky	San Francisco.
5	octs Whisky	San Francisco.
300	bbls Ginger Ale	San Francisco.
750	cs Gln	Vancouver.
38	csks Whisky	Vancouver.
1172	cs Whisky	Vancouver.
170	cs Beer	Vancouver.
50	cs Mineral Water	Vancouver.
46	cs Ale	Vancouver.
64	cs Sout	Vancouver.
50	bbls Ginger Ale	Vancouver.
8	csks Brandy	Vancouver.
35	cs Wine	Vancouver.
223	cs Whisky	Victoria.
100	cs Ginger Ale	Victoria.

FROM EUROPE (via Salina Cruz)—Per Melville Dollar, November 12.

25	octs Whisky	San Francisco.
25	cs Whisky	San Francisco.
48	cs Champagne	San Francisco.
96	cs Wine	San Francisco.
4	csks Brandy	San Francisco.
75	csks Mineral Water	San Francisco.
2	octs Rum	San Francisco.

FROM NEW YORK (via Salina Cruz)—Per Arizonan, November 15.

112	cs Whisky	San Francisco.
38	cs Wine	San Francisco.
10	bbls Brandy	San Francisco.
25	cs Bitters	San Francisco.
18	bbls Whisky	San Francisco.
12	cs Brandy	San Francisco.
25	cs Gln	San Francisco.
5	cs Kimmel	San Francisco.
2	bbls Gln	San Francisco.
5	bbls Gln	Honolulu.
6	cs Cordials	Portland.
11	bbls Gin	Portland.
12	csks Gin	Portland.
57	cs Gin	Portland.
5	cs Whisky	Portland.
300	cs Bitters	Portland.
300	cs Bitters	Seattle.

FROM KOBE, JAPAN—Per Persia, November 16.

207	csks Sake	San Francisco.
10	cs Sake	San Francisco.
32	cs Sake	Los Angeles.
20	csks Sake	Los Angeles.

## IMPORTS BY RAIL IN BOND.

FROM OCTOBER 20, 1911, TO NOVEMBER 29, 1911.

350	cs Champagne	From Antwerp.
5	cs Wine	"
1	cs Liquors	"
1	cs Ale	"

Via Seattle—

110	cs Cognac	From Antwerp.
40	cs Lime Juice	" Liverpool.

Via New Orleans—

1	cs Gin	From Liverpool.
1	cs Wine	"
1	cs Whisky	"
1	csk Wine	"

From October 16 to 31, 1911.

From San Francisco, Steamship Panama.

220	cases	Calwa Distributing Co.
1171	bbls	California Wine Association
257	"	Sonoma Wine and Brandy Co.
281	"	C. Schilling & Co.
326	"	Italian-Swiss Colony
100	"	S. Krans & Bro.
55	"	N. Gargano
57	"	A. Zanelli
172	"	S. Kranter
135	"	A. Capellin

From San Francisco, Steamship Alliance.

290	bbls	J. Pacheteau
500	"	Scatena Bros.
75	"	Gundlach-Bundschu Wine Co.
1295	"	Lachman & Jacobi
25	"	J. Casazza
104	"	Italian Wine Co.
248	"	French-American Wine Co.
493	"	Italian-Swiss Colony
29	"	Sig. Krauter
50	"	Order

From San Francisco, Steamer Californian.

445	bbls	Italian Wine Co.
250	"	French-American Wine Co.

From San Francisco, Steamer Cristobol.

452	bbls	C. Schilling & Co.
18	"	J. Pacheteau
10	"	Scatena Bros.
8	"	Gundlach-Bundschu Wine Co.
9	"	Italian-Swiss Colony
11	"	Italian Wine Co.
477	"	California Wine Association
280	"	Chas. Stern & Son

## Americans Greatest Beer Drinkers in the World

VIENNA, Nov. 18.—America is the greatest beer consuming country in the world, according to statistics prepared by Gambrius, organ of Austrian brewing interests. The total consumption in all countries in 1910 was 7,000,000,000 gallons, of which the United States took 1,600,000,000 gallons. Germany was second, with a record of 1,143,000,000 gallons, Bavaria consuming a quarter of the total output of 13,000 breweries in the empire. Great Britain was third, the consumption there being 1,240,000,000 gallons.

**LASH'S BITTERS**  
TONIC LAXATIVE

# SEATTLE AND NORTHWEST NEWS

SEATTLE, Wash., Nov. 20.—The result of the recent election in Everett is taken to mean that that town has tired of its "dry" regime after giving it a trial of only a year. The first report that was sent out over the country gives by no means a fair understanding of the real situation. It is true that an anti-saloon politician, Rev. R. B. Hassell, a retired clergyman, was elected mayor, but a further analysis of the vote indicates that prohibition is far from exercising the strength it showed a year ago. Hassell was elected by a very slim plurality. He polled 2,425 votes. William Gillespie, representative of the Democrats, who favor a liberal policy, pressed him hard with 2,079, and James Salter, the socialist, showed on first count 2,062, gaining a few more on the official canvass, which put him a little ahead of Gillespie. The Socialists are everywhere, and especially in Everett, generally considered as liberal minded toward the liquor business. We have then 4,141 votes that cannot in any way be considered an endorsement of the dry policy, against the 2,425 cast for Rev. Mr. Hassell. The council is split up in much the same way. The three Socialists and one Democrat are in absolute control as against the three Republicans. Nor is this all. Some of the defeated candidates were the strongest dry advocates who made the campaign. The Democrats also captured the law department of the municipality, putting in Jesse Davies, and ousting the incumbent, City Attorney B. W. Sherwood. Political dopesters are free with the prediction that the next election will see the complete elimination of the anti-saloon element as a political force.

J. R. Molera, of the Italian-Swiss colony, descended on the city the other day, calling on his many friends in the trade and introducing Mr. Martin Fingberg. The writer didn't see him, but those who did say he is "a damn splendid little fellow." He will return soon in the interests of Golden State champagne, which will be on the market here January 1. Those who have sampled this California product are more than confident that it is going to make a great hit, saying that it would be hard to import anything equal to it. Molera and Fingberg made a trip into Canada together. Business is getting better all over the country, Molera says.

Stanley de Arce has been around again singing the praises of Dry Monopol Brut, 1904, which he represents for Alexander D. Shaw & Co., of New York and San Francisco.

Adams, of de Fremery & Co., San Francisco, left this morning. He had a more than usual supply of optimism concerning local business conditions, having done some good trading.

Glaced candies by the carload. Max Mayer sells them. He has just been here for the E. G. Lyons & Raas Co., of San Francisco. He says the only trouble is they can't turn out Rock and Rye, Cordials, and glazed fruit fast enough.

Colonel Adams brought word of the serious illness of J. R. Benjamin, the popular representative of George S. Nicholas & Co., the New York Krug champagne people. He says Benjamin was to have undergone a grave surgical operation in Denver, but instead, struggled along until he got to New Orleans. There he was forced to give up and had to go to a hospital. Much sympathy is expressed by his many friends here.

Charles Brown, the Cliquot representative in Canada, butted into God's country the other day, and spent some time in Seat-

tle. His purpose was to make a trip East over the new Chicago, Milwaukee & Puget Sound railroad, varying the monotony of the C. P. R., by taking a route that was new to him.

Joe Garneaux, president of Charles F. Schmidt & Peters, was also a recent visitor. He sells us our Cliquot. He and Brown got together here.

The Goldie-Klenert Co. have ordered another 500 cases of Perfection Scotch from the old country. They want to say right here that they look to this as the biggest seller in the state. Joe Goldie, the head of the firm, is back from New York, where he spent some six weeks. He says he is mighty glad to get home because he considers business better here than any other place he knows.

Carl Schmitz and Tom Williams are a busy little cup of tea just now. They want to get their new places open by Thanksgiving if possible, and by the first of the month anyway. They have leased palatial quarters in the new Hoge building, the newest and tallest skyscraper in Seattle, and intend to make it THE place. It will be called the Catoma.

"Harry" Blood left this morning. He was here from Paris, Allen & Co., boosting Gaines' Old Crow. A. McCarney was here, too.

Walter Woodlawn, who tells about O. O. Scotch, dropped down from Vancouver, B. C. He will soon change his headquarters from Vancouver to Seattle.

One thing that is helping business in this section is a recent decision of the state supreme court which has put an end to the continual talk and agitation by the anti-saloon forces. The supreme judges, sitting en banc, held that no special elections on the license question shall be held. If the question has to be brought up at all it must be at a regular election, which is held every two years. This was a clean-cut defeat for the Anti-Saloon League. At the regular elections the full electorate goes to the polls and has a chance of expressing its preference, which is not always the case in a special election. This decision automatically removes from the dry column Springdale, Ephrata, Waverly and Richland. It also disrupts all their plans in Ellensburg, Tenino, Wilson Creek, Franklin County outside of Pasco, South Bend, Raymond, Isaquah, Pacific County, Snohomish and other units, to say nothing of the country districts of King County, in which the case originated.

Mr. Gruenberg, for the Paul Masson Champagne Co., of San Jose, Cal., spent several busy days in Seattle. He says things are good and getting better.

Thomas McCann blew in as usual for the Mumm Importing Champagne Co. Business is fine, he says. What should we do without Mumm and without McCann?

J. H. Deering, of George A. Kessler & Co., New York, is expected any day by his many friends in the trade. White Seal is his.

Joe Kern, vice-president of Murphy, Barber & Co., who run distillery No. 401, Louisville, Kentucky, made Seattle on his way to San Francisco. This was only his second trip to this section, but he showed a list of four carloads all on the way to the coast at the same time.

Ed Baker was up from San Francisco for the Jesse Moore Hunt Distilling Company, always successful.

McEllister is another recent visitor. He came here to sell Gibson Rye for Moore & Sinnott of Philadelphia.

The local trade reports sound business conditions, but not a boom. Improvement is steady and some predict a normal season, while others say that is putting it too mildly. All agree that things look better than last year. The travelling men say business in the Northwest is as good or better than in any other section they visit.

**A** MOSCOW, Idaho, dispatch states that there is a strong element in three counties in Northern Idaho—Nez Perce, Kootenai and Idaho—which asserts that prohibition has failed to promote temperance and morality. Therefore it is intended to hold elections to repeal the present local option laws, and to declare in favor of licensed and regulated saloons. The local press says: "Coenr d'Alene is groaning under a high tax, levied for municipal improvements, and so are other towns, and they miss the revenue formerly obtained from the saloons. It is asserted that 80 per cent of the checks issued the laboring men by the many lumber industries in the county are being cashed in Spokane; and this charge, together with the fact that boot-legging has been extensive, and the county put to a heavy expense prosecuting violators, the wet element asserts has effected such change in the people that victory is assured, though the election will be close.

A recent election resulted overwhelmingly in favor of consolidation of Seaside, Oregon, with West Seaside, Hermosa and Cartwright Parks. An ordinance was also passed permitting saloons during the summer months to remain open at Seaside until 3 a. m. This looks as if the consolidated city intended liberal treatment of saloons and is likely therefore to go ahead and thrive.

The superior court of the State of Washington decided against the Bellingham Bay Brewery, charged with a violation of the local option law by selling to two men an unbroken case of beer on the brewery premises. The court held that in making sales of unbroken packages of beer in Bellingham the vendor must confine itself strictly within the limits of the proviso of the local option law, which permits delivery to be made to "residences which are not places of business or of public resort."

Springfield, Oregon, on November 7th by a count of 212 to 183 voted wet at the election held under the home rule amendment. The campaign while active and interesting was marked by few picturesque features, was of a friendly nature and left no bitterness. The question of the legality of the election is already in the court before Circuit Judge L. T. Harris and will undoubtedly reach the supreme court. How the attorneys must love the prohibitionists for all the money they are causing to be spent on just such questions. Why, take it to the supreme court of course, as long as fools can be found to put up the costs.

A recent Redding dispatch states that Supervisorial District No. 3, on the extreme eastern part of Shasta county, went dry on November 14th by a vote of 239 to 173. The size of the majority is a surprise. The sale of liquor to the Indians cut a big figure. Nine saloons will have to retire from business. Included in the district are Fall River Mills, Millville, Whitmore, Burney, Ingot, Pittsville, Glenburn, Montgomery Creek, Round Mountain and Wengler.

## License and Power of Attorney

**F**OR the first time in the history of the Oregon courts, the legality of a "power of attorney" over a liquor license held by breweries is to be tested. The case is that of the Northern Brewing Company against Thomas Nickeles to foreclose a chattel mortgage on the saloon formerly conducted by Nickeles at the Quimby hotel. Attorney William Reid, who represents Nickeles, filed a petition yesterday afternoon in the circuit court for the removal of the receiver. This removal is asked for on the ground that the receiver is operating the saloon "as receiver for the court and the license under which he is selling liquor is void."

Attorney Reid said: "Several state supreme courts and also the United States supreme court have held that a license is merely a personal privilege. The late Justice Harlan of the United States supreme court stated in passing upon such a case that attorney power given to breweries is not legal. The justice further added that a city council has no right to surrender the control of a liquor license to breweries. The appellate court of New York held that a license to sell intoxicating liquors is only a permit to do what otherwise would be unlawful. Later the same court held that a saloon keeper's license is personal to the holder and cannot be delegated, assigned, or committed to the care of another. City Attorney Grant recently submitted to the city council of Portland a written opinion on this subject, which was in line with the decisions I have mentioned."

The Kern County supervisors have passed an ordinance in obedience to which the saloons in Kern County outside the incorporated cities are required to close from 1 a. m. to 6 a. m. daily. This period of closing corresponds with the law in force in Greater Bakersfield.

**Topazor**  
The White Wine

**Nectarubi**  
The Red Wine

The Perfection of California Table Wines



ESTABLISHED IN 1880 INCORPORATED IN 1906

CONTRA COSTA WINERY, MARTINEZ  
WINDSOR WINERY, SONOMA CO.

Office and Salesrooms:  
549 WASHINGTON STREET

**San Francisco**

## Vineyard and Cellar

JOSEPH MIGLIAVACCA, of the Migliavacca Wine Company, of Napa, declares that the present year is one of the best for the growers in Napa County. He recently stated that the yield was most abundant and the quality of the grapes was excellent. Then, too, the rain held off until every grape could be picked and taken to the cellars. The second crop, even, was harvested without difficulty, and in some places in Napa County—Wooden Valley for example—the second crop is as large as the first. Prices have been all that the growers could expect, and taken all in all, it has been such a season as should bring prosperity to Napa Valley and every other grape growing section of California.

The Crown Distilleries has moved into the new building, 77-79 Beale Street, occupying the northeast corner of Beale and Mission streets.

George C. Husmann, pomologist in charge of viticulture in the United States Department of Agriculture, addressed a large gathering in the Y. M. C. A. hall at Sacramento. He took "The Vine and Its Mission" as his subject and gave an instructive and entertaining discourse. The history and uses of the grape were reviewed. Thirty-five automobile loads of grape growers from Elk Grove were present.

J. Schabiague, who has a large winery near Yountville, made about the same amount of wine as last year and had a very successful vintage. He reports that fermentation was excellent and while the sugar was not as high as was desired, yet a very good lot of wine was made.—St. Helena Star.

Charles Tucker built a wine cellar on his place five miles north of St. Helena last spring, completing it in time for the vintage now closed. Mr. Tucker made about 25,000 gallons of wine this fall.

The Cloverdale Winery crushed 200,000 gallons for the season's run. John B. Cooley, who had charge of the work of crushing, reports this is considerable in excess of last year's output.

Henry Mugge now represents the Union Brewery Company in a large territory, including Pleasanton and Livermore and all towns from Mt. Eden to San Jose, with headquarters at Newark. The Union Brewery is noted for the fine quality of its Hopsburger beer, Pacific Club lager and steam beer, and its output will be pushed by its new agent throughout his extensive territory.

A. Vireno, the wholesale wine merchant at 2898 Twenty-third Street, is about to open up a wholesale and retail establishment at Daly City, just over the county line. He will erect a two-story building upon his own property and intends to have an up-to-date establishment.

The well known wine firm of Lachman & Jacobi, which has been looking for a suitable location for permanent headquarters in this city, has now moved from its former location on San-

some Street near Jackson, to Main Street between Mission and Howard. The handsome three-story and basement brick building, the new home of the firm, is numbered 112 to 118 Main. The measurements of all floors are 45x90 feet, giving plenty of room for the large business carried on. Faced with white pressed brick, the premises have a very attractive appearance, besides being situated within very easy distance of both water and rail transportation.

During the month there was a fire at Elk Grove, which destroyed one building of the Elk Grove Winery. The loss, which was about \$30,000, was principally due to the bursting of six large tanks of wine. The fire started at the boiler room about 11 o'clock at night. It is understood that the Da Roza estate, which owns the winery, plans to make extensive improvements on the plant before next season. It is proposed to double the output of the winery.

William Lehn, of the Forestville Winery in Sonoma County, crushed 2500 tons of grapes in addition to the output of his own vineyard. Good crops have been the rule in that vicinity.

We hear from Sonoma County that Louis Kunde, the well-known Rincon Valley winemaker, has finished his vintage for this season, having made almost 100,000 gallons of wine. He did not expect to make so much at the commencement of the season. He also sold a considerable quantity of his grapes to other winemakers.

Sebastiani & Co.'s new distillery, which will be operated in connection with their winery in the eastern limits of the town of Sonoma, is nearing completion. It will be operated by an oil-burning engine and the plant will be one of the best appointed in the valley.

The California Wine Association's grape crushing season at the Winhaven plant closed at the beginning of November. During the season a million and a quarter gallons of wine were made. This is the first crushing done at Winhaven, hitherto it has been done in the interior and the product shipped to the winery. It was found by the experiment this year that shipping the grapes to Winhaven and pressing them there was an economical plan, and the officers of the association are said to be greatly pleased with the result.

We hear from Sonoma City that at the end of the wine-making season the two large wineries of that place—the Gundlach-Bundschu Co. and Dresel & Co., had crushed a large

### THOUSANDS OF DOLLARS GOING TO WASTE!

Use air slacked lime upon your pomace and save the waste  
Also good for your vineyards. Air Slacked Lime in Car  
Load Lots. Best Quick Lime for your Spraying and  
Building Purposes.

Write me now for early shipment. Prices right.

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Dealer in Lime, Gypsum and Other Fertilizers

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**Berkeley, Cal.**

amount of grapes. The reputation of these firms for producing fine wines is world-wide and this year's vintage is bound to add to the reputation of Sonoma Valley wines.

George West & Son recently circulated the following notice to growers: "Owing to the fact that the present grape crop has been far larger than expected, we find ourselves unable to handle grapes that are being offered to us. We are building new cooperage which will have to be dismantled next season at a great expense, and in our efforts to take care of grapes which are being delivered to us, we are throwing away pomace from which the full value has not been extracted. For these reasons we are dropping our prices, and would prefer not to handle the grapes even at the low prices which we are quoting. We can at best take only a limited quantity, and must request all growers to call at our Lodi office for authorization to deliver at our loading points. Contract grapes will be taken care of first."

A Woodland, Yolo County, dispatch states that at the beginning of November the surrounding country were shipping three carloads of the second crop grapes a day to the Yolo Winery. Harvesting was then in progress in the Dunnigan, Arbuckle and Marysville districts. The winery will not begin to ship the season's product to Winehaven until December. The run this season was larger than it was last year.

At Santa Cruz the Anti-Saloon Leaguers are claiming that they are receiving support from local sources never before received. With the women now eligible to vote they predict that the campaign will be one of many surprises. A meeting of citizens opposed to the liquor traffic recently met, and it will not be long before Santa Cruz is in the throes of another local option election.

## Origin of Wine

THE making of wine is said to have originated with the Persians, who discovered the process quite by accident. One of their earliest kings, Jemsheed, who, it is said, was only five or six generations from Noah, was the discoverer; or rather a woman of his household was.

"He was immoderately fond of grapes" says the narrative, which is found in Sir John Malcolm's "History of Persia," "and desired to preserve some, which were placed in a large vessel and lodged in a vault for future use. When the vessel was opened the grapes had fermented and their juice in this state was so acid that the King believed it must be poisonous.

"He had some vessels filled with it and 'Poison' written upon each. These were placed in his room. It happened that one of his favorite ladies was affected with nervous headache; the pain distracted her so much that she desired death. Observing a vessel with 'Poison' written on it she took it and swallowed its contents. The wine, for such it had become, overpowered the lady, who fell down into a sound sleep and awoke much refreshed.

"Delighted with this remedy, she repeated the doses so often that the monarch's 'poison' was all drunk. He soon discovered this and forced the lady to confess what she had done. A quantity of wine was made and Jemsheed and all his court drank of the new beverage, which from the circumstance that led to its discovery is to this day known in Persia by the name of Zehere-khoosh, or 'the delightful poison.'"

The Seventy-nine Wine Company; capital stock, \$10,000; subscribed, \$30; shares \$10 each; directors, L. P. Regner, C. C. Jeffries, T. W. Hubbard, 1 share each; place of business, San Francisco.

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## The Decantation of Wines in Bottles

THE best and best cared for wines may in time form a deposit in the bottles. Such deposit, when showing certain characters, when adhering to the glass and when showing off the bottle, is very much appreciated in certain districts. But it may happen, independently, of course, of cases of diseases, that the precipitate is formed at the bottom of the bottles, either loose or to an undue extent, so that the liquid becomes thick when moved ever so little. The wine then runs the risk of taking a bitter and acrid taste, calling to mind the taste of lees; it then becomes necessary to separate it from its deposit by a clever decantation. Such operation is useful when the liquid has to be forwarded, as when sent off under such conditions, it would be completely thick on arriving at its destination. However, as such operation is complicated and onerous, recourse to it should only be had when indispensable.

And indeed, the decanting operation is rather a long one, and does not go without giving rise to some difficulties. To prevent the great wines from losing any of their strength and any of the ethers which constitute their bouquet, the operation must be proceeded with under shelter from the air, and as far as possible, in the cellar even where the wine is housed and which is not liable to draughts or air.

Generally, in order not to move the bottles too much, after their removal from the place where they lie, they are laid in special baskets called "decanting baskets," they are uncorked without any shaking by means of an ordinary cork-screw and the contents are gently poured into other bottles prepared beforehand and preferably rinsed with the same decanted wine. The oblique position occupied by the bottles in the baskets and the arrangement of the latter allow of only a slight inclination and of a gentle flow of the liquid.

Any irregular flow must be avoided, as extending as it does from the neck to the bottom even of the receptacle, it thickens completely the liquid and prevents the operation from succeeding. During the whole of such operation, it is necessary to see clearly what is going on, in order to be able to watch the liquid which is flowing between the two orifices of the bottles. The best plan is to arrange the basket in such a manner that by the light of a candle placed behind the bottle, the movement of the deposit can be followed. The decanting is stopped as soon as the wine running from the neck of the upper bottle is not so clear. Of course, each bottle is filled to the full and then well heated.

The operation is sometimes also proceeded with by placing on the empty bottle, a small funnel provided with a sort of strainer; the pouring is done little by little in examining carefully the state of purity of the wine, the pouring being stopped as soon as the latter begins to be thick. But, when decanting in this way, the wine becomes too aerated; furthermore, there is produced in the interior of the full vessel gurgles which stir the wine and make it thick. To obviate such drawback, small siphons have been devised and which are inserted in the bottle, and also conical stoppers traversed by tubes and connected together by a rubber pipe. However, such means are not very practicable. To improve on this, a rather ingenious machine was tried. It is composed of two inclined rock planes brought to a stop by a small wooden turnabout. The bottles placed on a wooden frame have a point of firm support. After having turned the small turnabout, the operator is able to raise the full bottle as may be desired, without any sudden movement, and then stop as soon as there is any appearance of deposit.

The bottles are in communication by means of a cock provided with two air tubes to avoid the trouble brought about by the gurgles. The almost horizontal position occupied by the bottle during the operation allows of the wine gliding without any shock and without being beaten along the wall of the flask which is being filled. A reservoir located under the apparatus receives any wine which may escape.

Lastly, it was devised to remove the deposit which thickens the wine without changing the bottle. The apparatus constructed for such purpose is essentially composed of a plunger tube terminating in a point and provided with an almost capillary orifice. At a short distance from its end there is a silver flap-valve, which prevents the return of the deposit. Such tube is secured to a glass bulb, which serves as a reservoir for the deposit when removed, and terminates at its upper part in a two-way cock. One branch of the cock is put in communication with a rubber pipe, which connects the apparatus with the mouth of the operators; the other branch is arranged to ensure the emptying of the reservoir.

The bottles must be placed upright an hour or two beforehand to allow of the deposit falling to the bottom. A small improved siphon permits the filling of the bottles treated.

It will thus be seen by these several methods of decantation that the removal of the deposit of wines is a long, delicate and onerous operation. However, it must be proceeded with at times, and in certain years the trade in our great viticultural centres has to have recourse to it on a large scale.

As care is taken not to allow the deposit to be carried forward with the wine when decanting, the wine left in the first bottles amounts to a considerable loss. It is possible to turn such loss to account by putting what remains at the bottoms of the bottles in a single receptacle, leaving it to settle, and decanting it afterwards when properly filtered. Of course, the wine thus recovered must not be mixed with that decanted in the first instance, but it may be added to wine of inferior quality.—*Moniteur Vinicole*.

### Walnuts and Wine

THE *London Lancet* contains a warning with reference to walnuts and wine, about which, it says, there is a fascination to not a few people. Walnuts, in fact, are seldom discussed without reference to port, but the association is physiologically unsound, especially as the invariable custom is to eat the walnuts and drink the port after dinner.

The food value of walnuts, says our contemporary, is very high; they are very rich in fat, containing as much as 63 per cent, while the proteins amount to nearly 16 per cent. It has been calculated that 30 large walnut kernels contain as much fat as two and three-fourths of a pound of lean beef, and yet the walnut is used as a supplement to a square meal. Added to this the glass of port, say two fluid ounces, contains besides 180 grains of alcohol, 70 grains of grape sugar. In the combination, therefore, we have all the elements which make for a complete diet, viz., fat, protein, carbohydrate, to which may be added mineral salts. Port and walnuts after a meal are, therefore, from a nutritive point of view, "ridiculous excess." The digestive disturbance to which this excess may easily lead is, in fact, the price paid for an aesthetic indulgence. The peculiar palatability of a crushed mass of walnuts occasionally moistened with an elegant port is in part attributable to the smooth, creamy emulsion which is formed. An emulsion presents elegant flavors in a way which increases their appreciation. It should be added that both walnuts and port wine contain tannin, which is unsuited to some constitutions.

### "Marse" Henry

THERE are some folks in Kentucky, calling themselves temperance people and moral reformers, who, just at this time, are congratulating themselves on, what they term, "the vanquishment of Henry Watterson." This is because of the fact that at the recent Democratic State Convention a resolution introduced by Mr. Watterson, in lieu of one placing the party on record in favor of county option, was voted down. But, if ever the old saying that "a prophet is not without honor, save in his own country," was repudiated, it was at this convention, where an immense throng of his fellow Kentuckians gave to Mr. Watterson such an ovation of which any man may be justly proud, and certainly no man is more deserving of such an honor from his fellow-citizens than is Henry Watterson. It matters not whether or no you agree with Mr. Watterson on the principles that he espouses; knowledge of the man compels you to respect the veteran editor of the Louisville *Courier-Journal* for his sincerity of purpose, and the valiant way in which he fights for it. No greater tribute could be paid to the veteran dean of Kentucky's newspaper fraternity than was the action of the "boys" at the press table during the call of the roll at the Democratic convention on the adoption of Mr. Watterson's resolution. Every one of the newspaper boys, with the greatest keenness and interest, followed the roll call, keeping tab on the vote as recorded, and every one of them, including those on the opposition papers, was pulling for "Marse" Henry, and hoping against hope that, despite the whip of the politicians, the "grand old man" would receive this vote of confidence to which they felt he was entitled.

His prohibition enemies, and he has them, but regarding them it can well be said of Mr. Watterson, as was said of the late lamented Grover Cleveland, "we are proud of him for the enemies he has made"; his prohibition enemies, we say, speak of Mr. Watterson as the tool of the "liquor trust." Now, as to that, while we do not see that to be allied with the legitimate liquor interests carries with it the odium that these bigots would attach to that expression, yet, at the same time, it is no more than fair or just to Mr. Watterson to say, in the most positive language at our command, that at no time has he made himself in the least amenable to any branch of the liquor interests, or to any individual connected with it. So far has Mr. Watterson held himself aloof from any connection with the liquor interests that, at the very time when he was writing some of his best editorials in opposition to prohibition fanaticism, he absolutely turned down an offer, made in good faith and with no intention of subjecting Mr. Watterson in any way, to write a special series of editorials, to be syndicated and paid for by one of the trade

organizations. We know, therefore, that Mr. Watterson is in no way indebted to the liquor interests. But vice versa, we owe Mr. Watterson nothing, as he has not made the fight that he has made, for us, but because he was fighting for the right, and because of the deep faith within him in the correctness of the principles which he espouses. This adds all the more to the glory of Henry Watterson, and lends greater weight to any of his utterances. So, while the liquor interests of the entire United States have been indirectly the beneficiaries of Mr. Watterson's work, in behalf of the principles of home rule and proper personal liberty, and his battles against paternalism and puritanism, they can point to his example as evidence of the righteousness of their cause, and gather greater confidence from him to continue the battles in the future against those who are attempting to deprive the American citizens of many of their rights to which they are entitled under the Constitution.

Therefore, "Marse" Henry, we proudly acclaim you, and look toward you, sir, a worthy champion of a worthy cause, and we don't care whether you drink Bourbon or beer, or none at all—we recognize you as an unvanquished defender of Americanism, and we predict that, if it shall so be that your life is spared but a few years longer (although it is our earnest hope that you will be with us many, many more years) you shall again rise on the wings of victory and see old Kentucky, that you have loved and fought for so well, redeemed from the political mongrels who are now cackling because they are foolish enough to think that they have retired you to "limp in the rear."—*Wine and Spirit Bulletin*.

Dr. Charles Love, who has been visiting the Hood River country, is summarizing medical opinion on the use of alcohol. He says there is abundant medical authority for holding that small quantities of alcohol are of value as a food. He quotes Hoppe-Syler, Howell's Practice of Medicine, Fothergill, Wood's Therapeutics, Sir T. Lauder-Brunton, Professor McKendrick, Professor Koenig, Professor Dastre, of Paris, Professor Kuhne, Bodwitch, Dr. R. H. Chittenden, Dr. G. W. Fritz, of Cambridge, and many others to the same effect.

The San Diego County supervisors have canvassed the returns from the local option election recently held. Out of the five districts three voted against licensing saloons and two in favor of the restricted sale of liquor. Districts 1, 3 and 4 went dry, and 2 and 5 wet by good majorities. The total vote cast was 1,939; 1,021 against saloons, 918 for them, only 103 on the side of the cold water cranks. A good showing, and quite reassuring as to the future. The board will pass an ordinance shortly, regulating liquor licenses in the Second and Fifth Supervisorial Districts. Applications for licenses are expected to come in immediately.

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### Boosting Home Products

IT is estimated that over 20,000 people attended the Home Industry Exposition, on the seventh floor of the Emporium, that was conducted by the Home Industry League of California, from November 13th to 22d. Seventy booths, where everything from edible products to building material were displayed, covered the entire floor, while in the center was a small auditorium with a seating capacity of several hundred for lectures and concerts.

I listened to a very interesting talk there by Andrea Sbarboro one evening on "California's Wine Industry," and another afternoon I was entertained by a rousing talk on the necessity of "Loyalty to California Wines," by H. F. Stoll. Both talks were illustrated with appropriate colored slides. The Italian-Swiss Colony, Wetmore-Bowen & Co., and the Brewers' Protective Association were represented with attractive booths.

The windows of the Emporium, which were filled with California-made products, contained one novelty that every wine man should see—an ever-flowing pineapple, around which crowds were collected morning, noon and night. A large artificial pineapple was suspended by strings and from one end, slightly tipped down, a steady stream of Dole's pineapple juice fell into a golden goblet and overflowed onto a tray that was provided with a hole through which the juice escaped below. How the pineapple received its never-ending supply of juice was the mystery only a few could discover.

I saw one man study this novelty three different times and he finally said to me: "I give it up." But when I pointed out to him that the juice was pumped into the pineapple through a tiny glass tube, hidden by the escaping juice, he laughed at me in scorn. But later, on looking at a particular angle, he caught a glint of white sunlight on the arched tube and was convinced that at last he knew the "secret."

In the East several wine and grape juice houses have used this novelty for advertising purposes and no doubt it will serve a similar purpose on this coast, as its success at the Emporium was conclusively proven.

THE importation of wines for eight months of this year show a great decrease in comparison with the imports in 1909 and 1910. For example in Italian wines the importation was 446,000 as against 1,402,000 gallons in 1910. In champagnes the figures show 86,200 cases as compared with 109,000 for 1910, and 224,000 in 1909. German wines show a 50,000 gallons decrease, and sherry 660,000 gallons, compared with the same period in 1910. The place of these wines has evidently been taken by California wines, the amount received in Eastern markets being double what they were last year, and, the American champagnes show a large and steady gain as they are gradually taking the place of imported.

### The "Flying Legion" Makes a Hit

THE recent visit of fifty-seven prominent San Francisco business men to Arizona to boost the Panama-Pacific International Exposition has resulted in a permanent organization to be known as the "Flying Legion," whose duty it shall be to make flying trips all over the United States to acquaint the public with the desirability of doing business with California and attending our 1915 Exposition.

A good story is told at the expense of the winemen who contributed bottled liquid sunshine to be distributed during the Arizona journey. The big event of the trip was the banquet given in the Chamber of Commerce rooms, at Phoenix, when Governor Sloan presided. When the guests were seated, they found California candies, wines, dry fruits and crackers liberally displayed amidst the Arizona flowers that ornamented the banquet table. The California delegation, of course, looked forward with anticipation to the moment when these packages would be opened and the Arizona guests would enjoy their superior quality. But alas, the Governor, who has prohibition tendencies, fearing that some one might uncork the Tipo basket splits or the Cresta Blanca Sauterne pints, arose and said: "We want to thank our visitors for contributing these beautiful products of California. These decanters, however, must not be opened. They are to be taken home as souvenirs."

At first there was a feeling of disappointment, but later the winemen decided they would really get more advertising if the souvenirs were taken home than if they were emptied at the banquet board, since the women folks would then have a chance to sample the wine.

We learn that the delegation were well treated everywhere, and managed to let the members of the Yavapi Club, of Prescott, and the Arizona and Elks' Club of Phoenix, sample their wines and Oro Fino Cognac. The jolly delegation, which was known as the "57 varieties," enjoyed the trip immensely and believe they will be instrumental in winning back to San Francisco a good deal of trade that was lost to Los Angeles and San Diego at the time of the fire.

### An Educated Fool

IT IS very often that students and scientists prove their unfathomable ignorance of important topics belonging to everyday life, apart from those studies, which have so narrowed their minds, that they are lost outside the library or the laboratory. The most recent examples of the truth of this statement are the recent utterances of Professor Reed of the University of California. This astute gentleman, if correctly reported, has been making statements to his class which must have caused much mirth. Here is one of them: "Permitting the sale of liquor in packages means that they may be sold in one-drink receptacles, just as cocktails and whiskies are sold to women in some department stores. There will be nothing to prevent its sale in Berkeley, almost as if it was dispensed over a bar." This statement, always supposing that the Professor made it, shows him to be a direct descendant of Annanias and Sapphira, or to be entirely ignorant of his subject.

The real state of the case is that residents of Berkeley are at present buying from the merchants of Oakland and San Francisco, particularly the former, beer, wines and other liquors, which are delivered at their homes by common carriers, or by the merchants dealt with. Now the merchants of Berkeley, outside the mile limit from the University, at present prevented by the city charter from taking part in this trade, naturally think this unfair, and ask for an election, that the people may, if they so choose, amend the charter so as to permit them to sell liquor in sealed packages, in place of the money spent therefor all going to Oakland or San Francisco. It



naturally follows that if the charter is altered to this effect, these same merchants will be governed in such sales of liquor by a city ordinance, which, if properly enforced, will prevent the terrible results which Mr. Reed chooses to speak of as a foregone conclusion. Such an ordinance can be far more easily enforced in the district laying a mile from the University, than the present prohibition measure, and it would result in Berkeley merchants enjoying Berkeley trade, without injury to the temperance or morality of Berkeley people.

### Stimulants and the World's Unrest

THE United States Internal Revenue Bureau reports that for the fiscal year ending June 30, 1911, the people of the United States consumed over eight million gallons of whisky and one hundred and thirteen million gallons of beer more than they did in the previous twelve months.

The total consumption of distilled spirits for the year just closed was 134,600,193 gallons, as compared with a consumption of 126,384,726 gallons in the previous year.

The total consumption of beer for the fiscal year of 1911 was 63,216,851 barrels, or 1,959,722,381 gallons, as compared with 59,544,755 barrels, or 1,845,888,025 gallons, for 1910.

The combined increase is 121,049,823 gallons, which represents an increase of 1.3 gallons per capita, using census figures. The total per capita consumption is now 22.29 gallons.

The highest previous consumption of distilled spirits was for the year 1907. The slump that followed that year continued until 1909, and then took an upward turn to the present time.

While these remarkable conditions are held to be a disastrous commentary on the failure of prohibition, the real meaning is that not alone the people of the United States, but the populations of all civilized countries, are infected by the physical and intellectual excitement that pervades our part of the universe. Everything moves by electricity, and no physical speed seems good enough for the people. Morally and intellectually everybody is athrill with expectation, unrest and excitement, and there is a growing and almost general resort to stimulants and drugs to brace up overwrought energies and quiet the nervous excitement.

The conditions are such that prohibition can not stop the evil, but it must go on until it culminates. Then the pendulum of moral, mental and physical unrest will swing back to a state of moderation and repose. But that time is not at hand.—New Orleans Picayune.

An anti-saloon campaign has been started in Stanislaus County, apparently owing rather to the character of the saloons themselves than to the work of the Anti-Saloon League. At a recent meeting held at Modesto three hundred citizens were present representing nearly all the precincts of the county. A local paper says the movement inaugurated marks "the protest of good citizenship against the saloons and its kindred evils. There were many present at that meeting who are not affiliated with any of the purely temperance organizations, but who, like others all over the state, realize that the cause of good government demands that the saloons must be closed."

The Bartenders' Union of Bakersfield is asking for an eight-hour day and increased pay. Official papers bearing the seal of the union, the seal of the Cooks' and Waiters' Union and the Kern County Labor Council, have been dispatched to Cincinnati, the headquarters of the union, for approval. From what can be learned there is no local opposition to the terms asked by the bartenders, and it is expected that the new scale and working plan will be put into operation without any friction whatsoever.

### Brandy Nearly Century Old

A BOTTLE of brandy has been added to the treasures in the Yale University library. Really, the bottle should be in the museum, for it is antique; it is supposed to be 95 years old, at least. It is also a curio, the only bottle of brandy that ever survived anything like that length of time at Yale. The bottle has a well-authenticated history. In the late Prof. W. H. Brewer's effects was found a memorandum of a college tradition handed down to him in 1857, when he was a student. The tradition is when the old college chapel was being built in 1823 a student took a bottle of brandy from a tutor's room and hid it in a half completed column of the chapel. Next day the masons finished the column and incidentally sealed up the bottle. When the old chapel was being torn down in 1890, the professor, who had a good memory, suggested to Superintendent Hotchkiss, who had charge of Yale building then, to watch for the bottle, and the superintendent actually found it in the debris. When Mr. Hotchkiss died the brandy went to Prof. Brewer, and in the settlement of the professor's estate, Yale gets it. Its original owner was Edward Bull, class 1816. Flippant students are wondering why Bull kept the brandy so long only to lose it in 1823, when he was a tutor. They are wondering, too, whether the priceless liquor will be guarded in the library as carefully as the crown jewels in the Tower.

### AMERICAN WINE GROWERS' ASSOCIATION.

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P. C. Rossi, Italian-Swiss Colony, Asti, Cal.

Henry R. Gundlach, Gundlach-Bundschu Wine Co., San Francisco, Cal.

C. J. Wetmore, Wetmore-Bowen Co., Livermore, Cal.

S. Guasti, Italian Vineyard Co., Los Angeles, Cal.

Alfred Stern, Chas. Stern & Sons, Los Angeles, Cal.

H. Blatz, Sierra Madre Vintage Co., Lamanda, Cal.



### Oakland's New Brewery

THE big brewery on Seventh and Kirkham Streets, Oakland, is in course of construction. The property on which the building of the Golden West Brewing Company stands has a frontage of 175 feet on Seventh street by 375 feet on Kirkham. The central section of the new brewery is five stories in height, the two wings to it being each four stories in height. Underneath the whole structure is a deep basement. It has been constructed thoroughly fire and earthquake proof. The facing of both fronts is a light gray colored brick, the window and door openings being trimmed with a mellow cream colored pressed brick. It is expected that the brewery will be ready to begin operations next March, and when in working order it will have the capacity of 250 barrels of beer a day. The building and its up-to-date equipment complete will represent a cost of approximately \$200,000.

A Berkeley dispatch states that a petition containing 864 names was presented recently to the city clerk asking an initiative election to pass on the question of selling liquor in original packages within the confines of the city. The election, if successful, would mean primarily the doing away with the present clause in the charter compelling strict prohibition, and would substitute a clause allowing liquor to be sold outside the mile limit, where the same is not consumed on the premises. According to Charles Hadlen and other former liquor dealers in the west end, they are going to keep on fighting until the prohibition clause is stricken from the charter. Verbally supplementing the petition, they declare that Oakland liquor dealers are allowed to sell without license in all parts of the city, while the "lid" is down on the local merchants.

At the beginning of the month returns were received from San Luis Obispo County, where the local option elections resulted in every supervisorial district going wet except the First District. Commenting on the election the *San Luis Obispo Tribune* takes the opportunity to point out the trouble caused by a newspaper in that town. *The Tribune* likens the paper in question "unto a fool sucking a lemon, and never knowing when to quit"; and declares "that all the saloons and blind pigs that could be crowded into a forty-acre lot are not capable of creating so much discord and harm as the insane blathering of a newspaper about matters concerning which, every man or woman of ordinary sense or intelligence in the city are familiar. Let it go at that."

We think we could lay our finger upon two or more papers to which the foregoing is very applicable. Some thing should be done to stop this "blathering" on the part of newspapers and individuals, as the *Tribune* points out the people are sick of the endless, never-tiring agitation of the question, and want a respite from the strife and bitterness caused by it.

The Petaluma Lodge of Knights of the Royal Arch recently passed a resolution commanding every member "to faithfully observe, obey and enforce all and every Statute, Ordinance and Regulation enacted by Federal, State or Municipal Authorities, whether the same be deemed harsh, oppressive, unjust or unreasonable, and that grievances and complaints shall be reported to and redress be sought through the Knights of the Royal Arch."

### John Radovich Opens New Russ Cafe

That capable purveyor of liquid refreshments, John Radovich, is the new proprietor of the Russ Cafe on Montgomery street. This well-known saloon was badly damaged and gutted at the time of the fire in the northern end of the Russ House block, and has only recently been in fit condition for occupancy. As soon as opened the public flocked to the old stand, the popularity of the new proprietor ensuring a successful business. The saloon, which is run by a business man for business men, is plainly but substantially fitted up, the bar being a handsome piece of woodwork, and all the fittings such as may be classed as both ornamental and useful. Mr. Radovich, with a keen perception of the needs of his many customers, an experience gained by twenty years in the business on Pine street, has laid in a stock of liquids equal in quality and quantity to that of any competitor. Like the clever caterer he is, he desires the Russ Cafe to be noted for the excellence of its wines and liquors rather than the costly embellishments of the place in which they are enjoyed. His aim is to please by supplying the highest class of refreshments in a comfortable, inviting and well-appointed establishment, where his guests will find a choice lunch, in the middle of the day, which can be washed down with the best liquids on tap in San Francisco.

### He Knows

A YOUNG man perplexed writes for advice to the *London Daily Chronicle*. He says: "Will you be so kind as to tell me what would be the best to order for a little snack or light supper that one could drink champagne with, as I wish to take a girl with me to Frascati's, and she particularly wants champagne, and I do not want to order anything to eat with it that would not be suitable. I want something light and not long to wait for." Lucky young man. For the first time to take a girl to supper and champagne is an experience to be printed in red letters forever upon the memory. But there is no need to be anxious. There is no rule that governs these matters. She will eat anything that Frascati's can give her, absolutely anything, and she will be so happy. In fact, there is no need to give a detailed order at all. Leave it to the waiter. He knows. *He* knows. *HE* knows. Just say, "Waiter, a bottle of champagne, and the supper." He will give one appraising glance and all you have to do is to sit back and take what the gods do bring. After all, life is a very easy matter.

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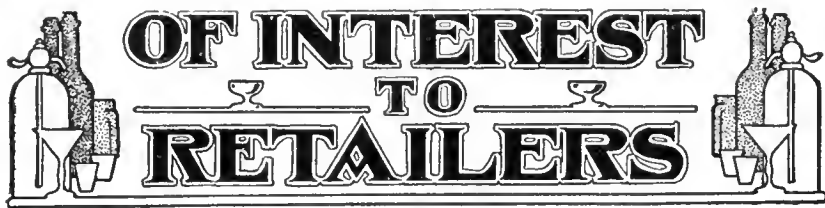
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### Revenue Book Would Have Saved Them

**R** EPORT comes from Petaluma that many gallons of whisky is to be destroyed in that city by revenue officers who have confiscated a large quantity of a certain brand found not to be up to the standard proof demanded by the laws. It is said the saloon men are innocent of wrong and have been imposed upon by the parties who sold them the goods and will lose only what they paid for the whisky.

### Soda and Mineral Waters in Bohemia

(From Consul Joseph I. Brittain, Prague.)

**T** HE consumption of non-alcoholic drinks in Bohemia has increased greatly within the past few years. These drinks consist principally of soda water manufactured at the various plants in the cities and mineral water from springs in northern Bohemia.

Large quantities of plain soda water are sold here. One firm sells more than 7,000,000 bottles annually, besides 3,000,000 bottles of lemonade and soda water with flavors. The largest manufacturer in the city attributes the increased sale of soft drinks to three causes, namely, physicians' recommendation, the harmless nature of such drinks, and the lack of pure city drinking water in Prague.

The same manufacturer says the sale of soft drinks is increasing among the working classes who are using less beer. In Prague alone there were manufactured last year 15,000,000 bottles of soda water, about 5,000,000 being flavored with fruit sirups. In Bohemia about 31,000,000 quarts were produced.

Aside from the bottled soda water made in the city, 40 stands have been erected at various street intersections, where upward of 1,000,000 glasses of soda water are sold annually. There are also sold in Bohemia about 60,000,000 compressed soda bombons, each one of which will make a glass of soda water. At the street stands soda water sells at four-fifths of a cent a glass for plain and 1 1-5 cents for flavored. Plain soda water bottled sells in lots of 12 bottles at 1 cent a bottle, each bottle containing 1 pint.

In Germany the sale of mineral water has increased from 4,588,768 in 1870 to 100,000,000 bottles annually. In Bohemia about 40,000,000 bottles are sold annually. This increased sale has opened a market for bottling and bottle-washing machinery.

The principal alcoholic drink sold here is beer; the local brands are slightly cheaper than Pilsner beer, both containing a small percentage of alcohol. Local wine is used to a certain extent, but brandy, whisky, and other liquors are not generally used. Ginger ale is not sold here.

### California

Early in November northern Lake County voted to license saloons. With many infractions of the prohibition law fresh in their minds the citizens of Summer Lake, Paisley and Silver Lake wisely showed their preference for well regulated saloons by large majorities. Summer Lake, total vote 20, for saloons, 15; Paisley, total vote 108, for saloons, 80; Silver Lake, total vote 75, for saloons, 53. The local press attributes the defeat of the anti-saloon forces to the following sensible argument on the part of residents: "That licensed regulation rather than

futile attempts at abolition of the traffic would yield the community a revenue rather than cost high sums in trials of alleged lawbreakers, without good effect."

### Deforming Morals

**T** HE confident reformers who resolve that absorbing alcohol is bad for human beings and then proceed to pass legislation prohibiting the use of alcohol, do accomplish something. That they succeed in reforming morals by such legislative flats we do not suppose any one really believes. Temperance and abstinence with respect to any evil appetite are fundamentally matters of will; and it is quite as ridiculous to expect men to gain moral strength by removing temptations as it would be to expect them to gain muscle by ordering them to sit at home all day lest they become tired.

But prohibition does accomplish something, as was pointed out by Dr. Richard C. Cabot, of the Massachusetts General Hospital, recently. In declaring that the increase of the drug habit in New England could be laid to the no-license wave, he said:

"The moment you prevent the use of alcohol, you increase the use of drugs. Nothing more sure than that men accustomed to the use of alcohol will come to use morphine if alcohol is withheld."

This is not a new story. Not only does prohibition foster drug-using by taking away the stimulants to which drinkers are accustomed; the liquors introduced into a prohibition State are often so impure and dangerously doctored that cravings for drugs are swiftly formed. Any one who has ever seen a "prohibition jag" acquired from a Maine speak-easy needs no expert testimony to convince him of the deforming influence of a prohibition which cannot in the nature of things prohibit.—*New York Evening Sun.*

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### Wages War on Absinthe

WASHINGTON, Nov. 18.—Absinthe is an enemy, Dr. Wiley of the Federal Chemistry Bureau declared to-day, which the Pure Food Board is going to fight until it is banished from the United States. It is a foe, he asserted, which as yet has not gripped the people of this country, "and we will try to keep it from getting any hold," he added.

### What Is Wrong With the Churches?

"A CANDID Friend," writing in the *Weekly Scotsman*, says: The churches have never been able to make up their mind about the liquor traffic. There is probably no subject debated in ecclesiastical courts which gives rise to so many discordant voices. The attitude of organized religion to the trade is hopelessly indeterminate. Some churches defend it, directly or indirectly; others violently denounce it; but all proclaim the inestimable blessings of a temperate life. The truth is, the temperance question has been made the battle-ground of extremists, and until it is rescued from their hands there is little hope of the churches taking a stand in regard to it which will commend itself to all reasonable men seeking the highest moral welfare of the nation. The first duty of the churches is manifestly to turn a deaf ear to the fiery denunciations of the rabid teetotaler. I once knew a minister who could hardly repress his wrath at the mention of the drink business. To him the trade was the "sinful traffic"—morally rotten, nationally destructive, and ecclesiastically a blight. He, of course, rigidly excluded from his church all publicans, licensed grocers and hotelkeepers; in fact, everybody who had the remotest connection with "the accursed thing." As for brewers and distillers, they were the pariahs of society—men whose eyes were filled with "gold dust" obtained from the earnings of the thriftless poor and the squanderings of the degenerate rich. Now this type of temperance reformer is to be found in all the churches, and until he is silenced it is hopeless for the ecclesiastical leaders to attempt to formulate a policy with regard to the drink traffic which will unite all moderate Christian men.

The Women's Civic and Political League of Colton have presented a petition to the Board of City Trustees, stating "that as newly enfranchised citizens of Colton," they desire to be heard in the saloon matter. It will be remembered that at the election of August 7th Colton went wet, but that hitherto the board has been at loggerheads regarding the issuance of licenses.

So the Women's League petition states "that as registered voters and taxpayers of Precincts 1, 2 and 3 of Colton, we ask that no ordinance permitting the sale of intoxicating liquors become a law of the City of Colton." This petition will, no doubt, still further muddle up matters, and what, if anything, the board will do, is extremely problematical. Following the lead of Women's League the anti-saloon people are now circulating a petition to secure the adoption of a no-saloon ordinance. This they do that they may have the most recent expression of the mind of the majority of the voters of the city on the question.

### Antis Roasted for Boasting

AT a Presbyterian ministers' meeting recently held in Atlantic City, N. J., the Anti-Saloon League was scorchingly berated for printing maps to illustrate, with white and black spaces, how thousands of square miles have been made "dry," although the fact remains that the consumption of alcoholic beverages is constantly increasing in the United States. And the indignant denunciation of the deceptive statements of the league is supplemented by one of the organs of the Prohibitionists in this way:

"Hasn't it been infinitely silly to sing and talk about the 'rapid progress of the cause,' while the drink traffic has grown by leaps and bounds? Wasn't it enough to make the devil laugh to see the Christian Endeavorers of the nation, last Sunday, feeding each other 'tommyrot' about a 'great advance of Prohibition' and about the 'painting white of the map,' with a drink consumption bigger than ever before in the nation's history staring us in the face for the present year? Isn't it time to draw some more nice little maps, to sing some more nice little songs? Looking at ourselves fairly and squarely, don't we seem like a crowd of imbeciles?"

Another local option election will be held in Woodland on Tuesday, December 12th. That city went "dry" recently by a small majority and the saloons closed. What the result will be on the 12th is in doubt, as a new element enters into the contest by reason of the granting of the franchise to women. A large number of women have registered to vote at the election next month, and the result will be watched with interest, as it will give a line on what the women may be expected to do in other communities.

## I. W. HARPER

## QUALITY

## WHISKEY

THERE IS MORE SATISFACTION  
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### Now for a Square Deal

THE wine and liquor dealers of San Francisco, with the rest of the community, have a mighty good reason to congratulate themselves upon the result of the recent elections. We have a fair, square, and able man for Mayor, and we believe, the best all around Board of Supervisors selected in San Francisco in the past quarter of a century. The liquor dealers will now, undoubtedly, receive the treatment they are entitled to as legitimate merchants, and this fact, with the assurance of big improvement in future business conditions, constitutes good reasons for a very earnest Thanksgiving and a Happy New Year.

The Cort Grill, at 627-31 Montgomery Street, was opened on November 25th with great eclat. It is to be a combination French and Italian grill, and will serve high class dinners, and also a la carte at all hours. It is one of the best corners in that part of the city and within a few steps of the new Hall of Justice. The place will have very capable management and will doubtless meet with deserved success.

Among the high class Eastern beers that are making fine headway in this market is the famous "Luxus," distilled by the Fred Krug Brewing Company, of Omaha, Nebraska. "Luxus" is a very delicious, light beer with unusual effervescing qualities and a delicate flavor which is very pleasing to the palate. Those who are looking for a high class beer do not need to seek further. Ami Vignier, Inc., San Francisco, are Pacific Coast agents.

We are informed by Messrs. G. S. Nicholas & Co., of New York, that Messrs. Andrew Usher & Co., of Edinburgh, have been awarded the Grand Prix for Scotch Whisky at the Centenary Exhibition, Buenos Ayres, 1911. Ballor Vermouth, shipped by Messrs. Freund, Ballor & Co., Torino, has been awarded the Grand Prix at the International Exposition, Torino, 1911.

Deinhard's Berncasteler Doctor 1907 was the Moselle served at the Lord Mayor's banquet, held at the Guild Hall (London) on November 9th, 1911.

### Middletown, Lake County, Goes Wet

BERT LEVY, the well-known boniface of Middletown, Lake County, this state, and part owner of the two Cabin Cafes in San Francisco, visited this city during the month. He reported business in Lake County as very good and prospects fine, now that the wets have won the battle in this part of the county. Mr. Levy reports that the special local option election held October 31, 1911, in Supervisorial District No. 1, comprising the town of Middletown and surrounding county—three precincts—North Middletown, South Middletown and Guinoc, 212 votes were cast. Of these 125 were wet and 87 dry, every precinct giving a wet majority. The figures were close in the two Middletown precincts, the north giving 6, and the south 7 majority, while Guinoc gave 25. In former elections the vote was even closer. This victory was important as it clearly shows that the people of Supervisorial District No. 1 had had all they wanted of a dry town during the two years it was closed. Two saloons were affected, one in the Lake County House, conducted by Bert Levy, and the other by W. H. Mayn, who has been in business in Middletown for twenty-five years.

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## The Crisis In Los Angeles

Editorial Correspondence

LOS ANGELES, Cal., November 10th.—Between the fear of the victory of Socialism and the menace of absolute prohibition, this otherwise live and self-confident city is under a highly nervous tension, which will not be removed until the result of the election of December 5th is definitely known.

When the Anti-Saloon League undertook to make Los Angeles dry, in the past, that is, purposed to wipe out the saloons alone, the voters of Los Angeles had the good sense to see the folly of such a proposition and voted it down by a two-to-one majority. Now comes the prohibition crowd, led by the Delectable Phillips, editor of the *California Prohibitionist* of this city, who was in the past arrested and punished in Oakland after a week's debauch, and proposes to make the City of Angels still more angelic by putting it under absolute prohibition. The proposed ordinance, which goes on the ballot December 5th, provides that there shall be no manufacturing, selling or possession of wines or liquors, and provides for the wiping out of breweries and wineries and the prohibition of the use of wines or any kind of liquors at hotels, restaurants or clubs. In other words, the real thing in the way of prohibition.

Now, if this proposition were being voted upon by men only, it would be defeated by a large majority, but in this election there are some 90,000 women to vote, and it is absolutely impossible to get any line on what attitude the majority will adopt. Of course it is known that the W. C. T. U. and organizations of that ilk will fight tooth, toe-nail and hat pins for their fanatical doctrine and the ruin of this thriving city. However, there is naturally supposed to be a large percentage of women voters who are capable of exercising common sense and judgment in a crisis of this kind. The majority of the trade here have about reached the conclusion that there are enough of this kind of women voters to beat this remarkable measure, the like of which we believe has never been presented to any big city for ratification. Still, if the fanatics can cause a stampede among the women voters, it is largely among the probabilities that this evil thing will be done to this community. In that event the entire traffic will be wiped out in ninety days under the Wyllie local option bill.

A queer feature of the situation here is found in the attitude of the colored population. Los Angeles has some 25,000 negroes with some 10,000 votes male and female, and the colored politicians have informed the liquor dealers that they are going to vote the dry ticket as a matter of revenge upon the dealers for employing Japanese and Chinese help in preference to colored, and, furthermore, because in most of the leading bars negroes are not served.

An encouraging feature of the situation is the fact that the better element of prohibitionists disclaim the responsibility for bringing on the wet and dry vote at this time, and that the Anti-Saloon League, according to their own acknowledgment, dealers have forced the issue, at this time, knowing that the Anti-Saloon League, according to their own acknowledgment, are busily engaged in getting well thrashed throughout other sections of the state, and can not make their fight in Los Angeles properly. This would indicate that there will be no strong organized contest put up by the antis, and it lends much encouragement to the wine and liquor men.

We give herewith full text of the proposed dry ordinance, which is well worth reading and considering:

### AND THIS PROPOSED TO A MODERN CITY!

ORDINANCE NO. ....

(New Series)

**A**N ordinance prohibiting the manufacture, sale, distribution or giving away, within the boundaries of the City of Los Angeles, any spirituous, malt or vinous liquors, except for medicinal purposes, and alcohol, or wood alcohol, except for chemical, mechanical or scientific purposes.

The Mayor and Council of the City of Los Angeles do ordain as follows:

Section 1. It shall be unlawful for any person, firm, association or corporation to manufacture, sell, distribute or give away any spirituous, malt, or vinous liquors, at any time or place within the boundaries of the City of Los Angeles, except as authorized by the terms of this ordinance; provided, however, that the foregoing provision shall not apply to the sale or distribution by druggists, of such liquors, upon prescription, in writing, of a regularly licensed physician, authorized to practice medicine in the City of Los Angeles, and given for medicinal purposes only, and under the terms and conditions more particularly set forth in Section 2 of this ordinance; provided, further, that the foregoing provision shall not be construed to prohibit the manufacture, sale or distribution of alcohol, or wood alcohol for chemical, mechanical or scientific purposes only, in sealed packages and not to be consumed upon the premises.

Sec. 2. It shall be unlawful for any person owning, or in charge of, or employed in, any drug store, to sell or give away therein, any spirituous, vinous, malt, or mixed intoxicating liquors; provided, however, that this prohibition shall not apply to the sale or giving away by any druggist or druggist's clerk, entitled to practice pharmacy under the laws of the State of California, of spirituous, vinous, malt, or mixed intoxicating liquors, not to be consumed upon the premises, in sealed packages, for medicinal purposes only, upon the prescription of a physician entitled to practice medicine under the laws of the State of California, made, presented, filed and filled as follows:

The said prescription shall be written and signed by such physician, and shall contain the date and time of day of the issue thereof, the name of the person applying for the prescription, and the name of the person for whose use the liquor is prescribed, and the quantity and kind of liquor to be supplied thereon; that the prescription shall be presented to and filled by such druggist or druggist's clerk, before the same is filled, and no prescription shall be filled after twenty-four (24) hours from the time of its issue; that the person filling such prescription shall immediately endorse thereon his signature, the date and time of day the same was filled, and the quantity and kind of liquor supplied thereon; that all such prescriptions for liquor filled in such drug store shall be numbered and filed in said drug store in the order in which they are filled, on a separate file from that on which other prescriptions filled at such drug store are kept, and shall be carefully preserved for a period of six (6) months, and shall upon demand be submitted to the inspection of any police officer or the City Tax and License Collector or any of his deputies.

It shall be unlawful for any person except a physician entitled to practice medicine under the laws of the State of California, to issue any prescription for any spirituous, vinous, malt or mixed intoxicating liquors to any person, or for the use of himself, or any other person.

It shall be unlawful for any physician to issue a prescription for any spirituous, vinous, malt or mixed intoxicating liquors unless the liquors so prescribed are necessary as a medicine for the person named in said prescription as the person for whose use the same is prescribed or with the intent to evade or enable any other person to evade any of the provisions of this ordinance.

Sec. 3. It shall be unlawful for any person, firm, association or corporation to manufacture alcohol or wood alcohol within the boundaries of the City of Los Angeles, except for chemical, mechanical or scientific purposes, or to sell, distribute or give away alcohol or wood alcohol within the boundaries of said city, except for chemical, mechanical or scientific purposes and in sealed packages and not to be used upon the premises.

Sec. 4. It shall be unlawful for any druggist or other person, firm or corporation to manufacture, sell, distribute or give away within the boundaries of said city, and spirituous, malt or vinous liquors for medicinal purposes, or alcohol or wood alcohol for chemical, mechanical or scientific purposes, except a permit so to do shall have been previously granted by the Board of Police Commissioners of the City of Los Angeles, upon the written application of such person or persons and upon such terms and conditions (not in conflict with this ordinance) as may be prescribed by said Board of Police Commissioners, and said Board of Police Commissioners shall, at all times, have power to revoke any permit or permits issued under the provisions of this ordinance, when it shall appear to the said Board that the business of the person or persons to whom such permit was given is conducted in an illegal,

disorderedly or improper manner. Without such permit no person or persons shall sell, distribute or give away any spirituous, malt, or vinous liquors, nor any alcohol or wood alcohol within the boundaries of said City of Los Angeles.

Sec. 5. It shall be unlawful for any person, firm, corporation, or association to sell, furnish, or deliver to any person, firm, corporation, association, or club, any spirituous, vinous, malt or mixed intoxicating liquors, knowing that the same are to be sold, distributed, or given away in whole or in part, in the City of Los Angeles, by any person, firm, corporation, or association not having a permit from said city so to do under the provisions of this ordinance.

It shall be unlawful for any person as principal, agent, employee, or otherwise, to let any house, room, apartment or place owned by him, or under his charge or control, in the City of Los Angeles, knowing that the same is to be used, in whole or in part, for the conducting or carrying on, by a person, firm, corporation, association, or club, not having a permit from said City of Los Angeles so to do, of the business of selling, serving, or giving away spirituous, vinous, malt, or mixed intoxicating liquors, or alcohol or wood alcohol, either exclusively, or in connection with any other business in violation of the terms of this ordinance.

Sec. 6. Any person violating any of the provisions of this ordinance shall be guilty of a misdemeanor, and upon conviction thereof, shall be punished by a fine not exceeding five hundred dollars, or by imprisonment in the city jail for a period not exceeding six months, or by both fine and imprisonment.

Sec. 7. All ordinances or parts of ordinances of the City of Los Angeles, in conflict with the provisions of this ordinance are hereby repealed.

We had the pleasure of calling upon Alfred Stern, president of the pioneer wine house of Chas. Stern & Sons, who own a great 2500-acre bearing vineyard in San Bernardino County. Mr. Stern is quite proud of the fact that he still keeps out of the fat-man class, and enjoys robust health. He used to be a buster. Mr. Stern was too busy to worry about the deplorable conditions of the sweet wine business, due to the cut prices, and had no comment further than this to make. He showed an

October, 1911, port well calculated to deceive the average wine taster on account of its color, brilliancy and flavor. It had the appearance of two-year-old wine. It was certainly a remarkable production, over which Mr. Stern is jubilant, but he carefully refrains from telling how he does it.

### Report of Fruit Sulphur Substitute

A TELEGRAM from Ernest G. Walker, Washington, D. C., to the Sacramento Bee says that it is reported the Bureau of Chemistry has discovered a process of treating fruit and wine, so that the use of sulphur will not be necessary. This substitute method of treatment is being kept secret pending the action of the Referee Board on the sulphur question. Secretary of Agriculture Wilson is responsible for this secrecy which he ordered so that the Referee Board might not be embarrassed.

Whatever the substitute process may be, it is understood to have been worked out some time before the sulphur process was condemned by Dr. H. W. Wiley and his associates in the Chemistry Bureau. They conducted experiments a long time before declaring the use of sulphur ought not to be permitted. The sulphur process has been well nigh universal in the preparation of dried fruits and in the wine industry also, it is said. The fruit and wine people of California and elsewhere have asserted they could not do without sulphur.

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Burke's Irish and Garn-Kirk Scotch.  
Evan's Pale Ale and Stout.  
G. & W. Canadian Rye Whisky.  
Schramsberg California Wines.

Schlitz Milwaukee Beer.  
Sherwood Robin Hood Whisky.  
Mackenzie & Co's Spanish Sherries and Oporto Ports.  
Feist Bros. & Sons' Rhine and Moselle Wines.  
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# BRANDY PRODUCED

## OFFICIAL REPORT

### FIRST DISTRICT—Month of Oct. 1911.

	Tax. Gals.
Produced and bonded in this district, this does not include figures of production in the 6th (new) district.....	100,393.0
Received from other Districts, California.....	9,532.8
Received from special bonded warehouse, other District, California.....	522.9
Transferred from distillery to special bonded warehouse, Eastern District.....	169,364.2
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....	58,505.2
Exported.....	
Tax Paid.....	62,375.7
Withdrawn from warehouse for Fortification of Wines.....	76,073.1
Remaining in bond, Oct. 31, 1911.....	1,343,159.7

### FOURTH DISTRICT—Month of Oct. 1911.

	Tax Gals.
Produced and bonded in this district.....	5,326.2
Transferred from distillery to special bonded warehouse, First District, California.....	9,198.4
Transferred from distillery to special bonded warehouse, Eastern District.....	
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....	522.9
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....	9,491.0
Exported.....	
Tax paid.....	9,432.5
Used in Fortification of Wines.....	440,581.8
Remaining in bond, Oct. 31, 1911.....	529,045.8

### SIXTH DISTRICT—Month of Oct. 1911.

	Tax Gals.
Produced and bonded in this district.....	24,576.7
Transferred from distillery to special bonded warehouse, First District.....	7,851.7
Transferred from special bonded warehouse to special bonded warehouse, Fourth District.....	
Transferred from distillery to special bonded warehouse, Eastern District.....	30,051.9
Transferred from special bonded warehouse to special bonded warehouse, Eastern District.....	9,519.4
Tax paid.....	7,451.1
Used in Fortification of Wines.....	502,489.6
Remaining in bond, Oct. 31, 1911.....	224,307.5

# SWEET WINES PRODUCED

### FIRST DISTRICT—Month of Oct. 1911.

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....	5888	2,077,030.0
Brandy withdrawn from special bonded warehouse for fortification.....	649	70,397.6
Brandy actually used for fortification.....	6583	2,172,282.8
		Wine Gals.
Port produced.....		4,238,265.09
Sherry produced.....		2,274,909.97
Angelica produced.....		603,586.26
Muscat produced.....		754,586.64
Malaga.....		213,619.80
Tokay.....		39,023.73
Madeira.....		40,966.43
Total sweet wine produced in Oct. 1911.....		8,164,957.92

### FOURTH DISTRICT—Month of Oct. 1911.

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....	1370	440,581.8
Brandy withdrawn from special bonded warehouse for fortification.....	25	5,290.6
Brandy actually used for fortification.....	1444	459,964.2
		Wine Gals.
Port produced.....		963,672.69
Sherry produced.....		543,128.24
Angelica produced.....		172,498.88
Muscat produced.....		75,213.67
Tokay.....		
Malaga.....		
Madeira.....		
Total sweet wine produced in Oct. 1911.....		1,754,813.48

### SIXTH DISTRICT—Month of Oct. 1911.

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....	—	500,477.5
Brandy withdrawn from special bonded warehouse for fortification.....	—	2,012.1
Brandy actually used for fortification.....	—	502,489.6
		Wine Gals.
Port produced.....		931,219.22
Sherry produced.....		358,136.66
Angelica produced.....		345,058.05
Muscat produced.....		262,702.57
Tokay.....		7,714.53
Malaga.....		24,475.71
Madeira.....		
Total sweet wine produced in Oct. 1911.....		1,929,306.74

### Italian-Swiss Colony Chooses New President

At a meeting of the Board of Directors of the Italian-Swiss Colony, M. J. Fontana was appointed President to fill the vacancy caused by the death of P. C. Rossi. The other officers will be S. Federspiel, General Manager; R. D. Rossi, Assistant to the President, and E. A. Rossi, General Superintendent of Wineries and Vineyards.

Mr. Fontana, in addition to being one of the founders of the California Fruit Cannery Association, of which he is superintendent, was also one of the first to be interested with Andrea Sbarboro, in the formation of the Italian-Swiss Colony.

He was the first president of the Colony, when it confined its scope to merely growing grapes and providing employment to needy Italians who were strangers in a strange land. But he always had faith in the grape and wine business and contributed time and money willingly as the Colony advanced first, from growers to wine makers, and next from wine makers to distributors. So Mr. Fontana steps into the position of president eminently qualified to act in that capacity, with a thorough knowledge of every phase of the industry, and a ripe experience that should aid him in bringing new glory to the Italian-Swiss Colony.

Mr. Federspiel, who becomes general manager, has been connected with the Colony for over twenty years, in fact, from the time they entered the market as distributors themselves. He was Mr. Rossi's confidential assistant and has every detail of the great institution at his finger's tip. He announces that he intends to carry out the same broad-minded policy that has obtained in the past. Mr. Federspiel has a host of friends in California and throughout the East, who will be pleased to hear of his well-deserved promotion, and wish him every success in his responsible new post.

### California Winery Has New Manager

F. J. Rump, for many years connected with the California Wine Association, has been elected manager of the California Winery, succeeding Charles F. Rich, resigned. Rump is one of the most thoroughly informed men in the State on the wine industry. Fred W. Kiesel is President of the California Winery, a \$2,000,000 corporation.

During the present month the Third Supervisorial District of Shasta county went dry at a special election by a majority of 43. The frequent violations of the law forbidding the sale of liquor to Indians was one of the principal elements in the campaign. Ten saloons are voted out of business, and, under the Wylie law, they must retire from the field within ninety days of the date of the election. The ten saloons are located as follows: Fall River Mills 3, Millville 1, Burney 2, Round Mountain 1, Atkins (Whitmore) 1, Bend (Wengler) 1, Ingot 1.

On October 30th it was reported from Redding that on that day the Third Supervisorial District of Trinity County went dry by 120 votes to 53 for licensed saloons.

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Correspondence Invited





## OBITUARY

### G. Migliavacca

**G.** MIGLIAVACCA, one of the pioneer wine producers and dealers of California, died at his residence in Napa, on November 20th, after a long illness.

Mr. Migliavacca was born in Pavia, Italy, August 16, 1833, and received his education at the University of Pavia. After completing his course he went into business with his father, an extensive manufacturer of cordials and liquors. When the revolution of 1848 broke out he entered the Noble Guard de Milano, and after concluding his service with high honors there he returned to his home in Pavia. It was in 1857 that he emigrated to California, coming on the steamer Golden Gate. For awhile he made his home in San Francisco. Then he moved to Mariposa county, where he embarked in the grocery business. It was during this year, 1860, that he married Miss Madeline Semorile, who was born in Italy. In 1866 he moved to Napa with his family. Here by energy and thrift, aided by a far-sighted business ability, he was enabled to build up within a comparatively short time a business as an independent manufacturer of fine wines that later grew into one of the largest institutions of its kind in California. He received many recognitions at various international expositions for his products in the shape of gold medals, and of these he was justly proud.

Mr. Migliavacca retired from active business pursuits in 1908, turning over all his interests in the Migliavacca Wine Company to his children, the conduct of the business falling upon those of his sons living in Napa. His business ventures, however, were various and extended, and at the time of his death he controlled large real estate holdings not only in Napa, but in San Francisco and elsewhere.

There are left to mourn his loss a widow and these ten children: John G., of Galveston, Texas; Henry B., of San Francisco; Sero, of Bremerton, Wash.; Joseph A., James A., and Lawrence C. Migliavacca, of Napa; Mrs. Louisa Maclay, of San Francisco; Miss Angelina and Miss Clara Migliavacca, and Mrs. H. L. Johnston, of Napa.

### Frederick Kistenmacher

**F**REDERICK KISTENMACHER, one of the well known bonifaces of San Francisco and the Bay Cities, met a violent death at his own hands the middle of the month. The deceased had been in serious financial difficulties for some time, and, seeing no hope to extricate himself, he became discouraged, and in a fit of despondency, during the absence of his wife, destroyed himself.

Mr. Kistenmacher, with his brother Henry, was owner of the famous Arbordale restaurant and bar at Sausalito, and of the Arbordale Annex, in San Francisco. He was only 41 years of age and his untimely passing will be regretted by a great many earnest friends.

### Prohibition's Setback

**I**N the United States the anti-liquor party have fallen upon evil days. All the whirlwind successes of two years ago are now rapidly becoming memories for the simple reason that people are beginning to find out that they were not the result of genuine temperance sentiment, but of money-making organizations run for the benefit of some enterprising individuals who had made a careful study of how to hoodwink the community. Even Maine, the mother of Prohibition States, has gone back upon the teetotal party, much to the discomfiture of professional teetotalism, but to the satisfaction of all decent citizens. In not a single one of the States of the Union, nominally under Prohibition, was alcoholic liquor completely banished. On the contrary, its use was made more general, and the abuses which have followed this illicit traffic are very largely the means of restoring the legitimate trade with its accompanying regulation. Michigan is one of the latest States to smash the arrogant pretensions of the anti-liquor party, and the news which came from that State early last month showed a complete defeat for the Anti-Saloon League. Every big county went "wet," and those "dry" counties which stayed "dry" did so by greatly reduced majorities. Sixty-five counties which are "wet" have a total population of 1,978,764, and the thirty-eight "dry" counties have only 330,185 inhabitants. Not much sign of a popular uprising against alcoholic liquors in Michigan. We sympathize with the press of the professional teetotal organizations in Canada, in that their American "copy" is now so discouraging. And even the valiant efforts of the Rev. Ben H. Spence could not stem the flowing tide of common sense in Michigan.—*The Wine and Spirit Journal of Canada.*

Chas. M. Fisher, head of the house of Rusconi, Fisher & Co., returned from his southern trip during the month and had the proud satisfaction of bringing with him the biggest order book since he has been on the road. That certainly means something. Notwithstanding the remarkable situation in Los Angeles, he did a fine business, which would indicate that a good number of the trade there are not afraid of the town going dry.

The Oscar Krenz Cooper and Brass Works, owing to increase of business demanding larger and more convenient premises, have moved from their former place of business at 212-14 Fremont, to 431-41 Folsom street. The new quarters cover large and commodious premises, and the company is looking to a large increase in business in the near future, particularly in brewery, winery and distillery appliances.

H. E. Rafferty, one of the widely known and successful salesmen in the liquor trade, has joined the staff of A. P. Hotelling & Co. Mr. Rafferty's field will be in the San Joaquin Valley and the southern mines, where he will doubtless keep up his fine record as an all around whisky drummer.

# Wine Machinery

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## COMPLETE PLANTS FITTED OUT

## Manufacture and Sale of Alcoholic Beverages Defended

TO THE Editor of the New York Sun—Sir: I am a distiller of whisky in Kentucky and also I am a man with a fairly acute sense of right and wrong. When I say that in making and selling whisky my conscience is clear and that in defending my business I am in a great measure actuated by patriotic motives I may puzzle some of the "dry" brethren as much as their attitude puzzles me.

I am so constituted that I could not remain in a business that I thought was wrong, yet in the course of the forty years in which I have been in the whisky business I have read some millions of words written in opposition to my business, without, however, ever having seen what I considered a valid argument in behalf of the prohibition of the manufacture, sale and use of alcoholic beverages.

The use of liquor is subject to abuse, but this cannot be admitted as a reason for prohibiting the use of liquor. If the abuse of an article is to cause the prohibition of the making and use of the article, where would prohibition begin or end?

True also is the charge that the liquor men in some places take an undue part in politics. The same is true of railroad men, but no one is advocating abolishment of the railroads. The demand is for regulation and the lessening of such abuses as may exist in the railroad business, thereby removing the excuse for political attack and removing the cause for railroad activity in politics.

I am unable to see why abolition is advocated in one case and regulation is advocated in another case that is precisely similar so far as the basic facts of use, abuse and remedy are concerned. It might be objected here that the railroad is a necessity and that liquor is a luxury. The railroad is a means of transportation and liquor is a means of stimulation. Mankind did without railroads until recently and may progress beyond them, but the use of liquor can be traced into the remotest known past and can be counted on to continue far into the future. A necessity is something essential in obtaining a desired result. Stimulation is a very much desired result, if the Government's figures showing an annual per capita consumption of 22.29 gallons of beer and whisky are taken into consideration together with the recitals of the use and abuse of liquor abounding in sacred and profane literature.

But what baffles me most in the consideration of the liquor problem is the fact that prohibition should have become a religious dogma put forth by certain Christian preachers. There is not in the entire Bible a denunciation of the use of liquor as evil in itself.

I freely grant that the saloon is susceptible of much improvement, but however bad the condition of the saloon business may

be, that bad condition simply presents a problem of distribution which can be solved by intelligent and constructive legislation.

If I had the making of the laws I would limit the number of saloons in reasonable proportion to the population. I would make the saloonkeeper independent of politicians by issuing licenses renewable from year to year so long as the holders obeyed the law and so long as the sale of liquor was not prohibited by vote of the people.

I would make it compulsory for the courts to suspend the license for thirty days upon the first conviction of violation of law and to cancel it upon the second conviction. I would fix a reasonable license fee so that the holder would not be compelled to handle inferior goods in order to make a living. Thus I would give the dealer in liquor every incentive to obey the law and be a useful citizen and take away the incentive to disobey the law and take an offensive part in politics.

It occurs to me that "prohibition" owes its continued life to the fact that it is so often confused with temperance. Temperance is self-control and is always a virtue, but if prohibition did prohibit it would mean involuntary abstinence, and no man can claim virtue in abstaining from the use of that which he cannot obtain.

Without free agency a man might as well be an idiot; and if society cannot trust its members with liberty in the matter of diet we might as well abandon all attempts at self-government and civil and religious freedom.

GEORGE C. BROWN,  
Louisville, Ky.

September 9th.

FROM Santa Rosa sales of hops are reported at 41 cents. It is also stated that offers to contract next year's crop at 22½ cents, and a three-year contract at 20 cents, were refused by growers, who are said not to favor long contracts anyway, and certainly not at these figures.

Santa Rosa reports that hops are increasing in price slowly but surely, and growers believe hops will reach 45 cents per pound. Recently George A. Proctor offered 41 cents, the highest price quoted by local dealers. One lot of Russian River choice hops has been tied up by a dealer on a ten-day option at 45 cents per pound.

Durst Bros. of Wheatland have sold the greater part of their 1911 hop crop, and several cars are being loaded and shipped daily. The price received is said to be over 40 cents. Durst Bros. own the largest hop yards in the world, and this year harvested over 5000 bales.

## The Oscar Krenz Copper and Brass Works, Inc.

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MAIL OR PHONE

## The Principles of Wine-Making

BY FREDERIC T. BIOLETTI.

(b) *Yeasts*.—The true yeasts occur much less abundantly on grapes than the molds. Until the grapes are ripe they are practically absent, as first shown by Pasteur. Later, they gradually increase in number; on very ripe grapes being often abundant. In all cases and at all seasons, however, their numbers are much inferior to those of the molds and pseudo-yeasts. The cause of this seems to be that, in the vineyard, the common molds find conditions favorable to their development at nearly all seasons of the year, but yeasts only during the vintage season.

Investigations of Hansen, Wortmann and others show that yeast exists in the soil of the vineyard at all times, but in very varying amounts. For a month or two following the vintage, a particle of soil added to nutritive solution contains so much yeast that it acts like a leaven. For the next few months the amount of yeast present decreases until a little before the vintage, when the soil must be carefully examined to find any yeast at all. As soon as the grapes are ripe, however, any rupture of the skin of the fruit will offer a favorable nidus for the development and increase of any yeast cells which reach it. Where these first cells come from has not been determined, but as there are still a few yeast cells in the soil, they may be brought by the wind, or bees and wasps may carry them from other fruits or from their hives and nests.

The increase of the amount of yeast present on the ripe grapes is often very rapid and seems to have (according to Wortmann) a direct relation to the abundance of wasps. These insects passing from vine to vine, crawling over the bunches to feed on the juice of the ruptured berries, soon inoculate all exposed juice and pulp. New yeast colonies are thus produced and the resulting yeast cells quickly disseminated over the skins and other surfaces visited.

The more unsound or broken grapes present, the more honey-dew or dust adhering to the skins, the larger the amount of yeast will be. The same is true, however, also of molds and other organisms.

*True Yeasts: Saccharomyces*.—The true yeasts differ from the molds in the absence of a true *mycelium* and in a different method of spore formation. They constitute several botanical groups or genera of which only one, *Saccharomyces*, is of practical importance to the wine-maker. This genus consists of unicellular fungi, multiplying by budding. Under certain conditions some or all of the cells may produce spores in their interior. Such cells are called *asci*, and the contained spores *ascospores*, or *endospores*.

1. *Nutrition*. The preferred food of the yeasts is the sweet juice of more or less acid fruits. Most of them are active agents of alcoholic fermentation breaking up the sugar into alcohol and carbonic acid gas. Wine yeast may carry on the fermentation until the liquid contains 15 per cent or slightly more of alcohol. Other yeasts, such as ordinary beer yeast, cease their activity when the alcoholic strength of the liquid reaches 8 to 10 per cent, while some wild yeasts are restrained by a 2 to 3 per cent.

2. *Relation to Oxygen*. They are *aerobic*, that is, they require the oxygen of the air for their development. Most of them are, however, capable of living and multiplying for a limited time in the *anaerobic* condition, that is, in the absence of atmospheric oxygen. It is in the latter condition that they exhibit their greatest power of alcoholic fermentation. They multiply

most rapidly and attain their greatest vigor in the presence of a full supply of air. In wine-making, therefore, it is necessary, first, to promote their multiplication and vigor by growing in a nutritive solution containing a full supply of oxygen and, then, to make use of their numbers and vigor to produce alcoholic fermentation in a saccharine solution containing a limited supply of oxygen. These conditions are brought about automatically in the usual methods of wine-making. The crushing and stemming of the grapes thoroughly aerates the must. The yeast multiplies vigorously in this aerated nutritive solution until it has consumed most of the dissolved oxygen. It then exercises its fermentative power to break up the sugar, with the production of alcohol. With many musts it is able in this way to completely destroy all the sugar without further oxygen. In other musts, especially those containing a high percentage of sugar, the yeast becomes debilitated before the wine is dry. In such cases it is generally necessary to reinvigorate it by pumping the wine over or other method of aeration before it can complete its work.

3. *Relation to Temperature*. Yeast cells cannot be killed or appreciably injured by any low temperature. They do not be-

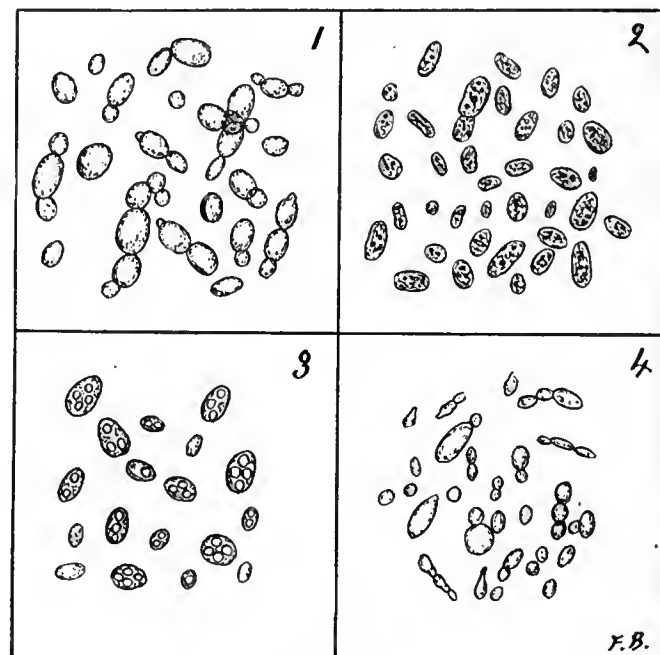


FIG. 2.—Wine yeast.

1. *Saccharomyces ellipsoideus*, young.
2. *Saccharomyces ellipsoideus*, old.
3. *Saccharomyces ellipsoideus*, spores.
4. Mixed forms of yeast cells in fermenting grape juice.

come active, however, until the temperature exceeds 32° F. Wine yeast shows scarcely any activity below 50° F. and multiplies very slowly below 60° F. Above this temperature the activity of the yeast gradually increases. Between 70° F. and 80° F. it is very active and it attains its maximum degree of activity between 90° F. and 93° F. Above 93° F. it is weakened, and between 95° F. and 100° F. its activity ceases. At still higher temperatures the yeast cell dies. The exact death point depends on the condition of the yeast, the nature of the solution and the time of exposure. In must and wine a temperature of 140° F. to 145° F. continued for one minute is usually enough to destroy the yeast.

The best temperature in wine-making will depend on the kind of wine to be made and will lie between 70° F. and 90° F.

4. *Relation to Acids*. The natural acids of the grapes, in the amounts in which they occur in must, have little direct effect on wine yeast. Indirectly they may be favorable by discouraging

the growth of competing organisms more sensitive to acidity. Acetic acid has a strong retarding influence which commences at about .2 per cent and increases with larger amounts until at .5 per cent to 1 per cent, according to the variety of yeast, all activity ceases.

5. *Relation to Sulfurous Acid.* The fumes of burning sulfur are used in various ways and for various purposes in wine-making. The active principle of those fumes is sulfurous acid gas of which the chemical formula  $SO_2$  shows that it is composed of one atom of sulfur combined with two atoms of oxygen. As sulfur has just twice the atomic weight of oxygen this means that one part by weight of sulfur combines with one part by weight of oxygen to produce two parts by weight of sulfurous acid gas. This combination takes place when sulfur is burned in free contact with air. The same substance can be obtained from certain salts, only one of which is suitable for use in wine-making. This is a potash salt known as *potassium meta-bisulfite*. This salt is composed of nearly equal weights of potash and sulfurous acid. In contact with the acids of the must, the sulfurous acid is set free and the potash combines with the tartaric acid of the must to form bi-tartrate of potash, which is already a constituent of the natural must.

Sulfurous acid is an antiseptic, mild or strong, according to the quantities present. Bacteria of all kinds are much more sensitive to its effects than yeasts. If used, therefore, in properly regulated amounts it can be made a very efficient means of preventing bacterial action and thus indirectly of aiding the work of the yeast. It has also the very valuable property of preventing the injurious action of the *oxydase* produced by *Botrytis* and other molds. Finally, it is necessary in most cases to prevent the too rapid or overoxidation of the wine during aging.

6. *Morphology of Wine Yeasts.*—The yeasts, like the molds, are fungi, but they are single celled and without a filiform *mycelium*. Wine yeast consists of cells so small that it would require about 2,500 placed end to end to stretch one inch. They can be seen individually only by means of a high-power microscope. In masses they may be seen in the sediment of the fermenting liquids as a fine, smooth, or somewhat granular powder. In the body of the liquid they produce more or less cloudiness according to their number.

Under the microscope, the cells are seen to be spherical, ellipsoidal, or oval bodies consisting of a thin outside membrane—the *cell wall*, enclosing the *cell contents*. In young cells, the contents appear translucent and almost homogeneous, but, when older, various clear space (*vacuoles*) and dark bodies (*granules*) appear. Very old and dead cells are very granular and almost opaque. Yeast cells multiply by budding. Under conditions favorable to growth, a small rounded swelling appears on one end of the cell. This gradually increases in size, forms a partition that separates its contents from those of the mother cell and finally develops to full size, thus forming a new yeast cell. The daughter cell usually separates immediately, and buds in turn. The production of a new cell requires, under favorable conditions, from one to several hours. Yeast cells may, therefore, increase a million fold in twenty-four hours.

When young, vigorous, well-nourished cells are supplied with abundant air and moisture at a comparatively high temperature under conditions that discourage budding (lack of nutriment) they form *endospores*. These spores are about half the diameter of the mother cell and from one to four usually occur in a cell. They are more opaque than the other cell contents and can be distinguished from the granules by their uniformity of size and shape. They are not formed in the must or wine.

In the older wine-making districts, much of the yeast present on the grapes consists of the true wine yeast, *S. ellipsoidens*.

The race or variety of this yeast differs, however, in different districts. Usually several varieties occur in each district. The idea prevalent at one time, that each variety of grape has its own variety of yeast seems to have been disproved, though there seems to be some basis for the idea that grapes differing very much in composition, varying in acidity and tannin contents, may vary also in the kind of yeast present. Several varieties of *ellipsoidens* may occur on the same grapes. In new grape-growing districts, where wine has never been made, *ellipsoidens* may be completely absent.

Besides true wine yeast, other yeasts usually occur. The commonest forms are cylindrical cells grouped as *S. pasteurianus*. These forms are particularly abundant in the newer districts, where they may take a notable part in the fermentation. Their presence in large numbers is always undesirable, and results in inferior wine. Many other yeasts may occur occasionally, and are all more or less harmful. Some have been noted as produc-

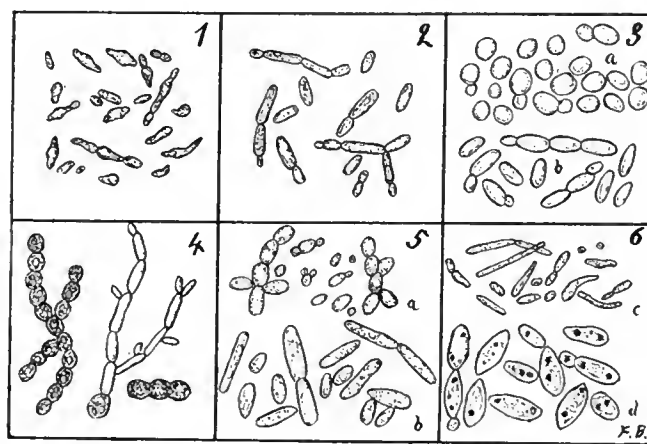


FIG. 3.—Yeasts and pseudo-yeasts injurious to wine.

1. *Saccharomyces apiculatus*.
2. *Saccharomyces pasteurianus*.
3. *Mycoderma vini* (2 forms).
4. *Dematium pullulans*.
5. *Torulae* and pseudo-yeasts.
6. *Torulae* and pseudo-yeasts.

ing sliminess in the wine. Many of these yeasts produce little or no alcohol and will grow only in the presence of oxygen.

(c) *Pseudo-yeasts.*—Yeast-like organisms producing no endospores always occur on grapes. Their annual life cycle and their distribution are similar to those of the true yeasts but some of them are much more abundant than the latter. They live at the expense of the food materials of the must and, when allowed to develop, cause cloudiness and various defects in the wine.

The most important and abundant is the apiculate yeast *S. apiculatus* (according to Lindner this is a true yeast, producing endospores). The cells of this organism are much smaller than those of *S. ellipsoidens* and very distinct in form. In pure cultures these cells show various forms, ranging from ellipsoidal to pear-shaped (apiculate at one end) and lemon-shaped (apiculate at both ends). These forms represent simply stages of development. The apiculations are the first stage in the formation of daughter cells; the ellipsoidal cells, the newly separated daughter cells, which, later, produce apiculations and new cells in turn.

Many varieties of this yeast occur, similar in degree to those of *S. ellipsoidens*. They are widely distributed in nature, occurring on most fruits, and are particularly abundant on acid fruits such as grapes. Apiculate yeast appears on the partially ripe grapes before the true wine yeast and even on ripe grapes is more abundant than the latter. The rate of multiplication of this yeast is very rapid under favoring conditions and much exceeds that of wine yeast. The first part of the fermentation,



especially at the beginning of the vintage and with acid grapes, is, therefore, often almost entirely the work of the apiculate yeast.

The amount of alcohol produced by this yeast is about 4 per cent, varying with the variety from 2 to 6 per cent. When the fermentation has produced this amount of alcohol, the activity of the yeast slackens and finally stops, allowing the more resistant *ellipsoidens* to multiply and finish the destruction of the sugar. The growth of the *apiculatus*, however, has a deterring effect on that of the true yeast so that where much of the former has been present, during the first stages of the fermentation, the latter often fails to eliminate all the sugar during the last stages.

Wines in which the apiculate yeast has had a large part in the fermentation are apt to retain some unfermented sugar and are very liable to the attacks of disease organisms. Their taste and color are defective, often suggestive of cider, and they are difficult to clear. This yeast attacks the fixed acids of the must, the amount of which is therefore diminished in the wine, while on the other hand, the volatile acids are increased.

Many other yeast-like organisms may occur on grapes but, under ordinary conditions, fail to develop sufficiently in competition with *apiculatus* to have any appreciable effect on the wine. Most of them are small round cells, classed usually as *Torulae*. They destroy the sugar but produce little or no alcohol.

A group of similar forms, known collectively as *Mycoderma vini*, occurs constantly on the grapes but, all being strongly aerobic, they do not develop in the fermenting vat, but, under favoring conditions, may be harmful to the fermented wine.

(d) *Bacteria* of many kinds occur on grapes as on all surfaces exposed to the air. Most of these are unable to develop in solutions as acid as grape juice wine. Of the acid-resisting kinds, a number may cause serious defects and even completely destroy the wine. These, the "disease bacteria" of wine, are mostly anaerobic and can develop only after the grapes are crushed and the oxygen of the must exhausted by other organisms. Practically all grape-must contains some of these bacteria, which, unless the work of the wine-maker is properly done, will seriously interfere with the work of the yeast, and may finally spoil the wine. The only bacteria which may injure the grapes before crushing are the aerobic, vinegar bacteria, which may develop on injured or carelessly handled grapes sufficiently to interfere with fermentation and seriously impair the quality of the wine.

(To be Continued.)

JAMES A. PATTEN, at a dinner in Chicago, advocated temperance ardently.

"Hereafter I shall help the Prohibition movement all I can," said the noted financier. "Drink is an evil that takes an incredible hold on its victims. For instance—"

Mr. Patten smiled.

"A temperance lecturer," he said, "once displayed to his audience two geraniums. The first, watered in the usual way, was a beautiful and vigorous plant. But the other had been dosed with alcohol, and its foliage was shriveled and sparse, its stem twisted and its vitality decayed.

"Now, ladies and gentlemen," cried the lecturer, "what can you say to a demonstration such as this?"

"It's all right, and if I were a geranium," said a shabby man in the gallery, "I'd stick to water exclusively, but I am not a geranium."

## Australia's Vineyards

THE grape flourishes in the open in all parts of the Australian mainland. The Australians are not yet a wine-drinking race, and the progress made in the wine-making industry is not in any way proportionate to the natural facilities that exist over immense tracts for the production of wines of every kind and of excellent quality.

In the lighter soils, wines of claret and hock type are produced of a quality that has been pronounced by connoisseurs to be equal to the light, dry wines of any country, while on the heavier classes of soil full bodied red wines of the port and burgundy type are produced. It is characteristic of Australian vineyards that the yield of wine per acre is very large, from 500 to 800 gallons per acre being by no means uncommon, and that the wine has a natural bouquet and quality that place it in a high class.

The Australian wine-maker is protected by law from the unfair competition of adulterated wines, and has a chance of developing a large and lucrative industry in the manufacture of sparkling wines and in brandy. The area under vineyards is barely 60,000 acres. A large proportion of the grapes are used for table purposes and drying, and from the balance between 5,000,000 to 6,000,000 gallons of wine are made yearly.

The principal wine-producing districts of Australia at present are in the vicinity of Adelaide, South Australia; in the valley of the Murray River in Victoria and New South Wales; in the valley of the Hunter River, New South Wales; in the south-western section of Western Australia; and in the southern portions of Queensland, but beyond these districts in all the States there are numerous prosperous vineyards.—*Standard of Empire*.

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## From the Susquemac Distilling Company

**R**EPEATING our statement of a year ago.

"We desire to call attention to our established policy of basing our crops on withdrawals of previous years."

We beg also to emphasize our opinion that a staple, steady market for standard brands is more valuable to the holders of our warehouse receipts, than a purely speculative one.

After Dec. 1st we shall advance our contract prices to cover increased cost of production of 1912 crop.

As our first consideration is the protection of our brands and distributors, we will accept until December 1st, from our regular handlers—those who own 1910's and 1911's—orders for their wants, not in excess of the average of their holdings of '10's and '11's with no advance in price.

We believe that the sacrifice of profit on the 1912 crop will be compensated by the realization of the trade that our brands afford them profit and protection.

By limiting their contracts to their minimum necessities and placing their business only with distillers who pledge themselves to make a conservative crop, the jobbing trade can prevent over-production.

We quote subject to foregoing conditions. Spring 1912:

"Susquehanna" Pure Rye at 42½c.

"Pilgrimage" Sour Mash at 42½c.

"Crab Orchard" Sour Mash at 40c.

"Old G. W. H. Sour Mash at 42½c.

"Tea Kettle" Bourbon at 32½c.

"Richwood" Bourbon at 35c.

"Susquemac" Bourbon at 45c.

Samples and prices, matured inspections, on application.

We bottle in bond exclusively for owners of our warehouse receipts—we do not sell case goods.

We hope always to merit your value patronage.

Respectfully yours,

THE SUSQUEMAC DISTILLING COMPANY.

Executive offices: 305-307-309 Traction Building, Cincinnati, Ohio. Distilleries: Trimble County, Kentucky. Officers and Board of Directors: Morris F. Wesheimer, president; D. J. Johnson, 1st vice-president; Harry M. Levy, 2d vice-president; Sidney L. Hellman, B. Hirschfeld.

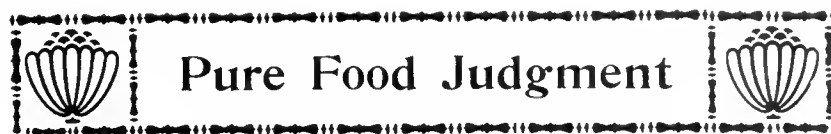
## Mineral Water Production In United States

(From announcement of United States Geological Survey.)

**I**N 1910 the sales of mineral water in the United States amounted to \$6,357,590, the product being 62,030,125 gallons. Minnesota was the greatest producer, with 9,962,370 gallons derived from 19 springs. New York was a close second, selling 8,780,903 gallons from 46 springs. Wisconsin, however, obtained the greatest income from her mineral waters, her sales amounting to \$974,366; New York was second, with \$858,635; and Indiana third, with \$514,958. Minnesota's sales amounted to \$281,009. Louisiana has only 4 commercial springs; they produced 2,313,000 gallons.

Maine's output of mineral waters, from 29 springs, decreased 277,370 gallons, but on account of high prices increased in value over 1909, for 1910 being 1,239,171 gallons and \$404,539. Of Wisconsin's mineral waters, 2,151,782 gallons were used in the manufacture of "soft drinks." Pennsylvania has 44 springs and produced 2,536,337 gallons, valued at \$221,685.

The mineral water trade continues to be prosperous, although there was a decrease in output of about 4 per cent as compared with 1909. The future outlook is good. The importation of mineral waters in 1910 was 3,306,303 gallons, valued at \$983,136.



## Pure Food Judgment

## Misbranding of Whisky

NOTICE OF JUDGMENT NO. 1111.

Washington, D. C., September 13, 1911.

**O**N February 3, 1911, the United States Attorney for the Western District of Tennessee, acting upon the report by the Secretary of Agriculture, filed information in the District Court of the United States for said district against J. A. McCormack, doing business under the firm name of J. A. McCormack & Co., Memphis, Tenn., alleging shipment by him, in violation of the Food and Drugs Act, on April 20, 1910, from the State of Tennessee into the State of Arkansas, of a quantity of whisky which was misbranded. The whisky was labeled: (On shipping case) "4 qts. whisky." (On bottle) "M. W. Heron's Famous Southern Comfort. M. W. Heron, Memphis, Tenn." (On carton) "M. W. Heron's Collars and Cuffs, Memphis, Tenn."

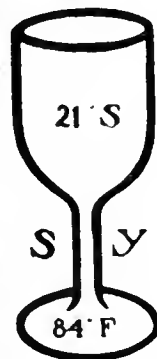
An analysis of a sample of the product was made by the Bureau of Chemistry of this Department with the following results, showing the product to be compound cordial, viz: Proof, 58.9; alcohol by volume, 29.43 per cent; acids, 199.6; esters, 84.6; aldehydes, 9.0; furfural, 2.5; fusel oil, 102.0; color insoluble in amyl alcohol, 16.0 per cent; color insoluble in water, 11.8 per cent; total color, 31.4; solids by evaporation, 25.94; ash, 0.014; total sugars as reducing, 23.3 per cent; sucrose, 1.42 per cent. Misbranding was alleged for the reason that the statements on the label were false and misleading in that the product was represented to be whisky when in fact it was a compound cordial.

On May 24, 1911, the defendant pleaded guilty and was fined \$25 and costs, which were paid.

W. M. HAYS,

Acting Secretary of Agriculture.

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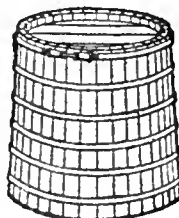
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 Wetmore-Bowen .....  
 .....42-44 Davis St., San Francisco, Cal.  
 Italian Vineyard Co.....  
 .....1234 Palmetto St., Los Angeles, Cal.  
 Napa & Sonoma Wine Co.....  
 .....110 10th St., San Francisco, Cal.  
 Sierra Madre Vintage Co.....La Manda, Cal.  
 Barton Vineyard Co., Ltd.....Fresno, Cal.  
 A. Finke's Widow .....  
 .....809 Montgomery St., San Francisco, Cal.  
 E. H. Lancel Co.....  
 .....549 Washington St., San Francisco, Cal.  
 Alta Vista Wines Co.....  
 .....112-114 Tenth St., San Francisco, Cal.  
 Paul Masson Champagne Co..... San Jose, Cal.  
 Lachman & Jacobi .....  
 .....706 Sansome St., San Francisco, Cal.  
 French American Wine Co.....  
 .....1821-41 Harrison St., San Francisco, Cal.  
 Italian-Swiss Colony.....  
 .....1235-67 Battery St., San Francisco, Cal.  
 Sacramento Valley Winery.....Sacramento, Cal.  
 Ciocca-Lombardi Wine Co....San Francisco, Cal.

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- John Wieland Brewery.....  
 .....204 Second St., San Francisco, Cal.  
 Buffalo Brewing Co.....Sacramento, Cal.  
 Fred Krug Brewing Co.....Omaha, Nebraska  
 American Mercantile Co.....  
 .....514 Battery St., San Francisco, Cal.  
 National Brewing Company .....  
 .....762 Fulton St., San Francisco, Cal.  
 Thos. W. Collins & Co.....  
 .....34-36 Davis St., San Francisco, Cal.  
 Albion Ale & Porter Brewery.....  
 .....494 O'Farrell St., San Francisco, Cal.  
 Frank Fehr Brewing Co.; Louisville, Ky  
 Jas. De Fremery & Co., Agents,  
 .....519 Mission St., San Francisco, Cal.  
 Enterprise Brewing Co.....San Francisco, Cal.  
 Seattle Brewing & Malting Co.; Seattle, Wash.  
 John Rapp & Son, Agents.  
 ..8th and Townsend Sts., San Francisco, Cal.  
 Sacramento Brewing Co.; Sacramento, Cal....  
 G. B. Robbins, Manager,  
 ..14th and Harrison Sts., San Francisco, Cal.

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 .....430-34 Battery St., San Francisco, Cal.  
 Rusconi, Fisher & Co.....  
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 Jas. Gibb.....1844 Geary St., San Francisco, Cal.  
 Thos. W. Collins & Co.....  
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 Sherwood & Sherwood .....  
 .....41-47 Beale St., San Francisco, Cal.  
 The Julius Levin Company .....  
 .....987 Howard St., San Francisco, Cal.  
 Jesse Moore Hunt Co., .....  
 Second and Howard Sts., San Francisco, Cal.  
 Cartan, McCarthy & Co.....  
 ..Battery and Ccm'l Sts., San Francisco, Cal.  
 William Wolff & Co.....  
 .....52-58 Beale St., San Francisco, Cal.  
 Wichman, Lutgen & Co.....  
 .....431-435 Clay St., San Francisco, Cal.  
 L. Taussig & Co.....  
 .....200 Mission St., San Francisco, Cal.  
 George Delaporte .....  
 .....820 Mission St., San Francisco, Cal.

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 .....214 Front St., San Francisco, Cal.  
 Chapman & Wilberforce.....  
 ....705-707 Sansome St., San Francisco, Cal.  
 Chas. Meniecke & Co.....  
 .....314 Sacramento St., San Francisco, Cal.  
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 Thos. W. Collins & Co.....  
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 .....43 Beale St., San Francisco, Cal.  
 Wm. Wolff & Co.....  
 .....52-58 Beale St., San Francisco, Cal.  
 L. Gandolfi & Co.....  
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 Sanders & Co's. Copper Works.....  
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 Western Grain & Sugar Products Co.....  
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 .....Nevada Bank Bldg., San Francisco, Cal.

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- Zellerbach Paper Co.....  
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## FILTERS.

- Loew Manufacturing Co.....Cleveland, Ohio  
 Theo. Seitz Filters—H. A. Diehl, Agent.....  
 .....430 "C" St., San Francisco, Cal.

## BITTERS.

- Lash Bitters Co.....  
 .....1721 Mission St., San Francisco, Cal.  
 L. Gandolfi & Co.....  
 .....427-31 West Broadway, New York

## MINERAL WATER.

- Aug. Lang & Co.....  
 ..18th and Alabama Sts., San Francisco, Cal.

(SEE NEXT PAGE)

**Review Buyers' Directory, Continued****CIGARS.**

Boltz, Clymer & Co.....  
.....312 Clay St., San Francisco, Cal.

S. Bachman & Co.....  
Commercial & Front Sts., San Francisco, Cal.

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The Yellowstone .....  
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The Waldorf..648 Market St., San Francisco, Cal.

"Jellison's".....10 Third St., San Francisco, Cal.

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James Raggi .....  
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The Cutter ....709 Market St., San Francisco, Cal.

The Hoffman Cafe Co.....  
.....27 Second St., San Francisco, Cal.

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**H**AS been instituted by us against JULIUS LEVIN COMPANY, of San Francisco, in the United States Circuit Court. Said JULIUS LEVIN COMPANY advertised a certain brand of Canadian Whisky in these words:

“The only Canadian Whisky that was not seized by the  
“United States Government **for containing injuri-**  
“**ous ingredients** at the time the Pure Food Law  
“took effect.”

We believe that **no** Canadian Whisky was seized on such grounds. Certainly CANADIAN CLUB WHISKY **never was**. The reason given for seizing CANADIAN CLUB was that it did **not contain as much FUSEL OIL as so-called STRAIGHT WHISKIES contain**.

THIS IS STRICTLY TRUE, WE ARE GLAD TO SAY, FOR WE HAVE ALWAYS INTENDED THAT OUR WHISKY SHOULD CONTAIN THE LEAST POSSIBLE AMOUNT OF FUSEL OIL CONSISTENT WITH THE DESIRED FLAVOR.

President Taft decided, after a full review of the evidence and the history of Whisky, that it is not necessary that the noxious Fusel Oils should be left in Whisky.

Any persons who, to our knowledge, make false statements about our brand, either directly or indirectly, will do so at their peril.

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GOLD MEDAL, Dublin, Ireland, 1892

GOLD MEDAL, Turin, 1898  
GOLD MEDAL, CAL. MIDW. FAIR, 1894  
SILVER MEDAL, BORDEAUX, FRANCE, 1895

GOLD MEDAL, PAN-AMERICAN EXPOSITION, 1901  
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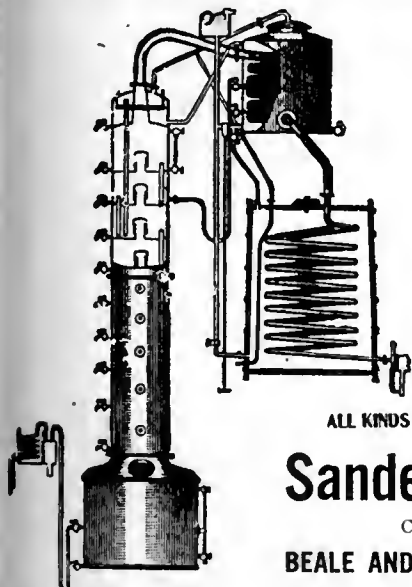
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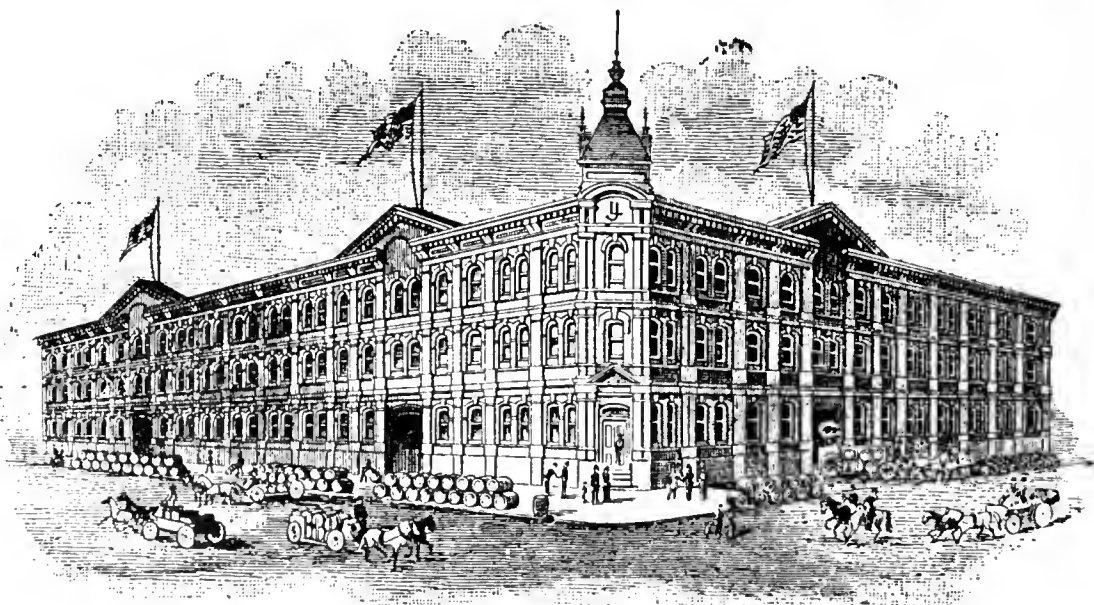
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A WHOLESALER'S AND RETAILER'S MEDIUM

JOURNAL OF VINICULTURE

ESTABLISHED 1878

VOL. XLIV.

SAN FRANCISCO AND LOS ANGELES, DECEMBER 30, 1911

No. 2



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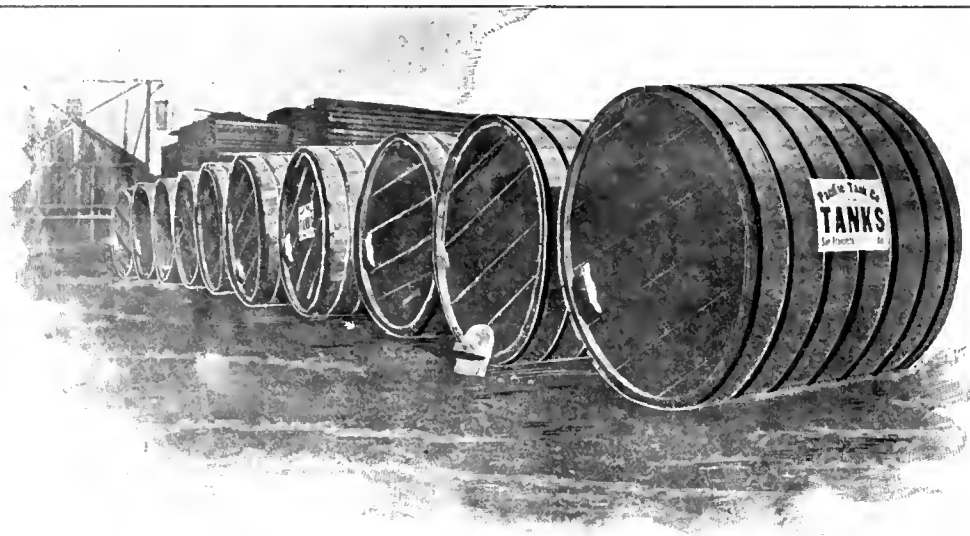
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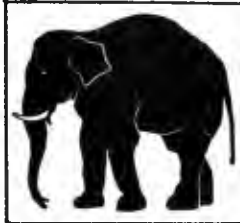
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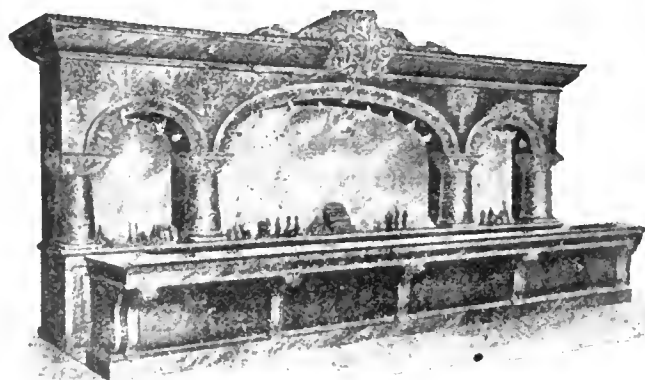
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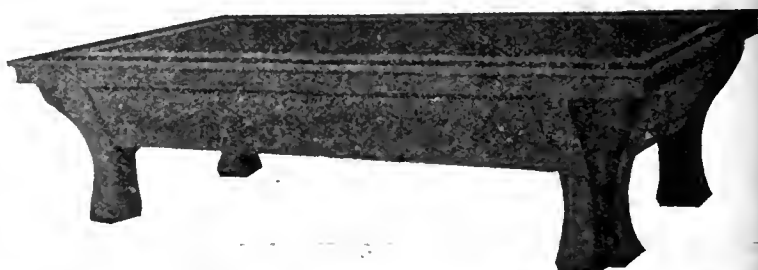
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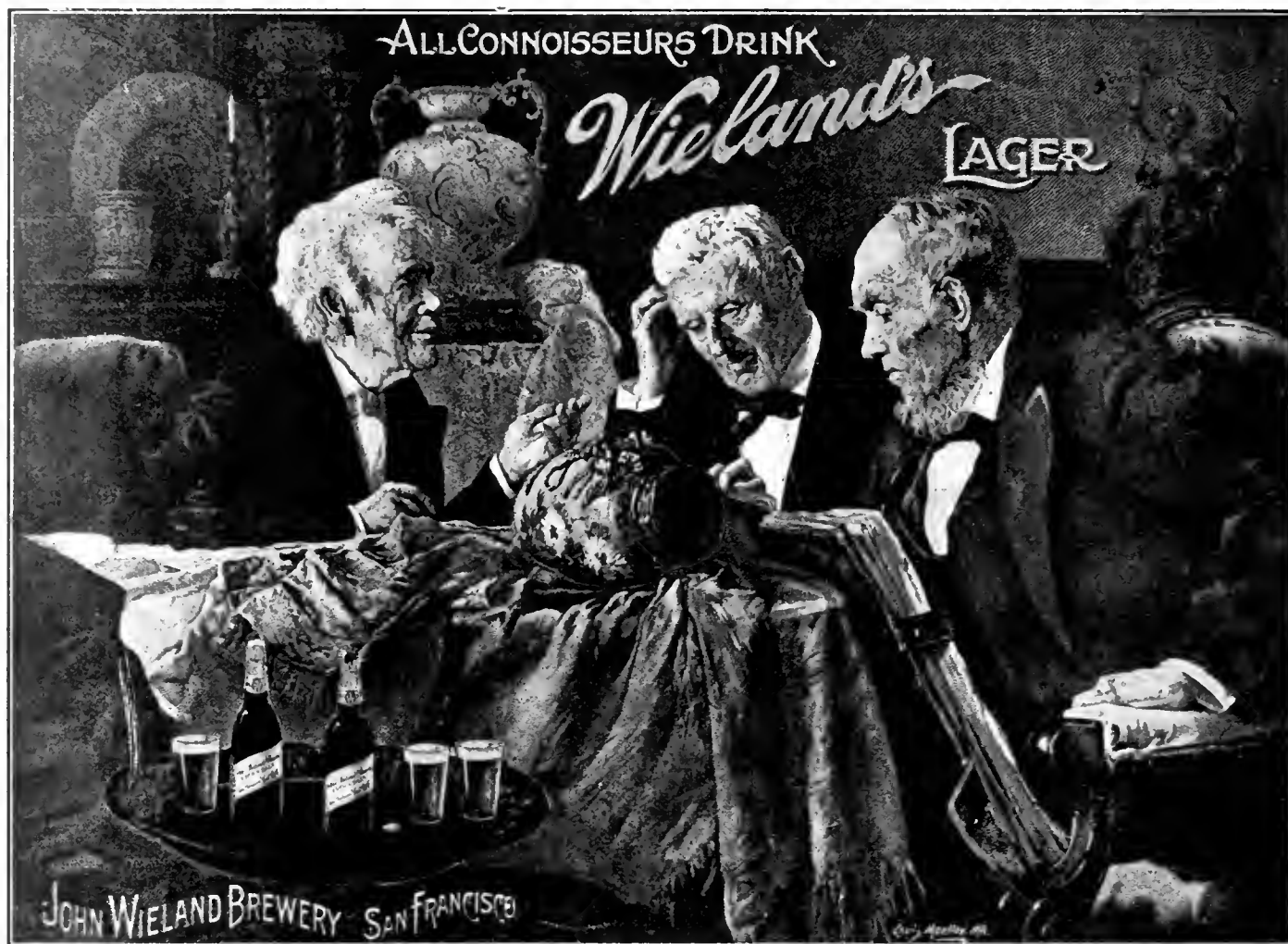
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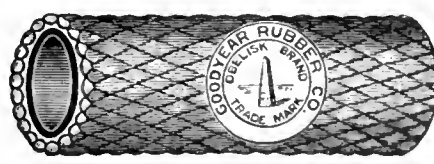
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# PACIFIC WINE AND SPIRIT REVIEW

Issued Monthly

R. M. WOOD - - - - EDITOR AND PROPRIETOR

E. F. WOOD, - - - - SECRETARY

OFFICE: 127 MONTGOMERY STREET, SAN FRANCISCO.

Wilson Building : Room 304 : Phone Kearny 2597. Home C2559.

The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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**WANTED**—An experienced salesman for an established wine house. Address 2 W., Review Office.

### Gen. Wood Would Restore Army Canteen

WASHINGTON, Dec. 17.—Major-General Leonard Wood, chief of staff of the Army, favors the restoration of the canteen to army posts. He declares in his annual report that the consensus of opinion in the army is that the canteen should be re-established.

### Does Not Bar the "Rubber" Cherry

ONLY Marasca cherries preserved in maraschino hereafter may be labeled "Maraschino cherries," according to a decision by the pure food board, which still requires the signature of Secretary of Agriculture Wilson to make it final. Cherries packed in maraschino liquor will not be considered misbranded if marked "cherries in maraschino," and those packed in syrup containing 10 per cent or more of maraschino and no other flavor may be labeled "Cherries, Maraschino Flavor."

### Noted Champagne Makers Visit California

MONSIEUR L. DE AYALA, and his brother, Victor, the great champagne producers of Rheims, France, have visited California on what may be a very important mission for this state.

It will be remembered that sometime ago grievous disturbances occurred in the champagne district of Rheims, when mobs destroyed many champagne plants, breaking several million bottles of champagne. Among the plants destroyed was that of the Ayala brothers. Shortly after this disaster, by chance, there came into the hands of M. Ayala, in France, a bottle of the champagne made by the Italian-Swiss Colony at Asti, California, which obtained the Grand Prix recently at the International Exposition at Torino. M. Ayala was surprised at the good quality of the wine, and he resolved to come to this state, with his brother, and see for themselves.

The gentlemen arrived at the Palace Hotel, in San Francisco, last week with letters from the government authorities at Washington, and other eminent persons, and at the request of Senator Perkins were visited at their hotel by Mr. Andrea Sbarboro of the Italian-Swiss Colony, who invited them to visit the winery at Asti, where the champagne that M. Ayala tasted in France is made. The gentlemen accepted the invitation and after visiting Napa county by automobile, they stopped at Santa Rosa Saturday night, and Sunday morning proceeded to Asti, accompanied by Mr. Oldham from San Francisco. Here they were received by Mr. Sbarboro, young Mr. Rossi, the superintendent of the winery, and M. Jadeau, the Frenchman who has in charge the making of the champagne for the colony.

The visitors stated that they were enchanted with the beautiful scenery and vineyards which they saw throughout Napa and Sonoma counties, and on being asked by Mr. Sbarboro how the land and climate compared with that of France, readily replied: "Very favorably, indeed. We seldom have such a beautiful day as this at the end of November in France, and your vineyards are simply grand." They visited the champagne vaults at Asti, and after examining carefully the whole plant found that the institution was equipped with all the latest French machinery and implements required for the proper fermentation of champagne in bottles, just the same as is done in the largest establishments of Rheims, France. They tasted several bottles of the champagne made at the colony, and pronounced it "most excellent, indeed." They expressed their pleasure at having visited this favorable locality, and on their departure said to Mr. Sbarboro that they are now returning to France to try to settle with the government for the damages which their plant had sustained from the mobs, and that they would very likely return to California to develop the champagne industry in this state, further stating that the freight and duty for importation of the wine from France to the United States, being about \$12 per case, would over-balance the increased cost of labor in California, and that therefore champagne could be placed on the market in the United States, of as good quality, and at a lower price, than the imported article.

The establishment of champagne plants in California, by a people who thoroughly understand the intrinsic and difficult work of properly making champagne in this state, will be one of the most valuable acquisitions to California.

The American people now consume a large amount of champagne, and send yearly more than \$12,000,000 to France for that delicious beverage, which amount could be retained in our own state; and, furthermore, the information to the world that California grows grapes that will produce as good champagne as that of France will be indeed a very valuable asset to our state.

The Ayala brothers left on the overland train for France, via Los Angeles.

## LOS ANGELES DEPARTMENT

LOS ANGELES, Dec. 20.—Well we met the enemy and they are our'n. December 6th the voters of this city rolled up a majority of nearly three-to-one against the proposition of making a prohibition town of Los Angeles, and the much expected prohibition woman vote failed to materialize, the women showing that they thought for themselves and were not to be dazed by the specious arguments of the long-hairs. The Anti-Saloon League grafters, however, knowing that their salaries depend on keeping the question eternally before the people, are already at work scheming up some other plan that will give some excuse for the existence of their organization and to keep the purse strings open on the pocketbooks of their misguided contributors, are now trying to get the City Council to pass an early-closing ordinance—one making the saloons and wholesale houses close at 6 p. m. every night. In view of the decisive vote against the prohibition measure at the last election and the stand taken by the business organizations of the city at that time, it is not expected that the latest plan will meet with much favor at the hands of the city fathers. The Mayor has already explained that he stood for the enforcement of the liquor ordinances as they now stand, but not for the harassment of those engaged in a legitimate business. This is in line with pre-election promises made to the business men's committee, according to rumors.

The prohibitionists stole a march on the managers of the liquor men's campaign at the last election that no doubt cost them quite a number of votes—though they did not need them. A clause in the city charter permits the sending of arguments pro and con when a measure comes up to be voted on in which the initiative clause has been invoked. This was overlooked by the liquor men, but not so the prohibs, who got in their argument and sample marked ballot in every envelope in which the sample ballots were sent to the voters by the City Clerk.

John Brink, of the Saddle Rock Restaurant, whose liquor permit was revoked some months ago, was again granted a permit by the Police Commission December 7th, and his customers can now be served with liquors at their meals.

Pasadena has finally passed its new liquor ordinances and those desiring to have a case of wine or beer in their homes will have to order the same elsewhere and have it shipped to them by express, local agencies being forbidden to deliver in that city. Druggists are prohibited from filling orders except on physicians' prescriptions and physicians are forbidden issuing prescriptions except in cases absolutely requiring same. Druggists are required to keep a record of all sales made under prescription, said record to be signed by the purchaser. A nice town to wake up in "the morning after."

Down in Watts the women "done gone and done it" and voted the town dry by a majority of eight votes. Now when a Watts resident visits Los Angeles, his plea of business is looked on with more or less suspicion.

Quite a number of applications for liquor permits have been made to the Police Commission this month, but all have been held up until the second meeting in January, pending the reorganization of the board.

The Police Commission and the Chief of Police have decided that there will be no undue hilarity permitted here on New Year's eve, and that all cafes must strictly observe the closing

ordinance on that date. The cafes have made arrangements to entertain the thousands that will celebrate the opening of the New Year and they will not be interfered with if the ordinances are strictly obeyed.

On November 29th the Police Commission granted a restaurant liquor license to J. C. Wells, 555 South Spring Street, for his cafe at that number.

The local trade report a very satisfactory holiday business, all wholesale and retail establishments being kept quite busy the last few days filling orders for city and out-of-town trade.

Leon Escallier, the Aliso Street wine merchant, is doing a fine business, both in family trade and in the retail department. He has several fine lines of imported wines and brandies as well as the local agency of several well-known Kentucky brands of rye and bourbon whiskies.

Joseph Melczer is the proud possessor of a new Oldsmobile "Autocrat" seven-passenger car, equipped with all the latest folderols, and Joe's hardest work at present is to keep under the speed limit when taking a run to the Beach or out for a spin on some of our splendid boulevards.

Fox & Kellerman, of the Del Monte Cafe, are doing a splendid business these days, and, by the way, Fox did yeoman service in organizing opposition to the iniquitous prohibition measure brought up at the last election, and contributed no small part to its defeat.

Both the Becker boys have been in the city during the month. Adolph came down and stayed with us several days the earlier part of the month and Frank is now looking after the firm's affairs here. Both the Waldorf and the Waldorf Annex are in the most popular class and command a very desirable trade.

The Edward Germain Wine Company is doing a nice business in shipping Christmas cases of California wines to Eastern points. This has been a specialty of this house for several years and it has built up a very considerable trade therein.

The "Desert Rats" are coming to town to celebrate the holidays, and Rol. Kings' popular cafe looks like the annex of an Arizona hotel these days because of the presence of so many Arizona and Nevada miners and cattlemen.

The Nadeau Cafe still holds first place in the affection of the Knights of the Grip, and "Link" Knowles is kept busy returning the salutation "Hello, Link," during the rush hours of the evening.

P. F. Dodo, the efficient foreman for the past six years at the California Wine Association's vineyards, formerly the Hearst ranch, has been granted a leave of absence on account of ill-health.

E. A. Barrows has bought a twenty-acre vineyard at Cucamonga from Frank Jenkins, the Santa Fe station agent at that rapidly developing city.

During November Michael Cuneo, a resident of Trenton, Sonoma county, died at the age of 78 years from heart troubles and Bright's disease. His death was not unexpected and his son will succeed him in the winery business.



## California Wines in Cuba

BY HORATIO F. STOLL.

THROUGH the interest evinced by Mr. B. D. Washburn, an attorney of Havana, the Grape Growers' Association of California was apprised some weeks ago of the fact that the limited sale of California wines in Cuba was threatened by the negotiations that are going on between Cuba and Spain in regard to a proposed new treaty.

Thereupon, the association sent the following telegram to the California delegation at Washington:

"Word has reached us that in connection with a new treaty arrangement the Cuban secretary of state and Spanish minister at Havana are discussing the reduction of the duties on Spanish wines fifteen per cent. We ask you to protest against any reduction to secretary of state, for even though the United States as a preferential wine duty, we are handicapped by heavy freight rates and expensive labor. It costs from eight to ten cents a gallon to transport California wines across the continent to Cuba, while foreign nations can ship by vessel for two cents."

In reply Senator Geo. C. Perkins sent Secretary H. F. Stoll a copy of the following letter from the State Department at Washington, which assures the wine interests of California of ample protection:

State Department, Washington, D. C., Dec. 15, 1911.

The Honorable George C. Perkins, United States Senate.

My Dear Senator:—I have yours of the 12th instant, enclosing telegrams from the grape growers and other associations of California protesting against any reduction by Cuba of the duty on Spanish wines.

The Department has never taken the position that under the terms of the reciprocity treaty Cuba has no right to make commercial arrangements with other countries, provided that proportionate preferential reductions are made on American products. To take such a position would be to deny ourselves the right to make reduction on products similar to those of Cuba coming from other countries. Nevertheless, it has on every occasion that arose pointed out to Cuba the inadvisability of entering upon commercial conventions of this character with other countries because of the complications which might arise. Representations to this effect were made when the Spanish-Cuban treaty was first broached, though the Department did not undertake to inhibit it for the reason stated above. While the Spanish government, through its minister in Habana, recently has revived the subject, and publicity has been given to the terms of the proposed treaty, including reductions on wines, the information which the Department has received from the legation in Habana is that the new proposition or *modus vivendi* is not receiving very serious consideration. The propositions of Spain are not acceptable to Cuba and there is little probability that they can be made acceptable. In these circumstances the Department has not thought it necessary to make too pointed representations to the Cuban government, but the matter is receiving the careful attention of the legation, and the Department's influence, as you may understand, is exerted in the most effective manner called for by the situation.

The interests of your grape growers have had active support of the Department, both in enlarging their markets abroad and in presenting the inducements offered for the transfer of wine industries from other countries to California, as shown by the facilities afforded the French champagne manufacturers who recently visited the state, and who, you say, are seriously contemplating establishing themselves in the Sonoma valley. I

think you may assure them that in the case of Spanish wines in Cuba, the Department will be no less watchful of their interests. I have the honor to be, sir

Your obedient servant,  
P. C. KNOX.

### A Sane New Year's Eve

IT SEEMS absurd that our Board of Supervisors should have found it necessary to pass a resolution calling upon the police department to prevent the drunken orgies that take place in certain of our cafes and restaurants on New Year's eve. For any proprietor can easily stop proceedings when they get too raw, if they really desire.

No one objects to hilarity and even noise on New Year's eve, but it is certainly not an elevating sight to see otherwise staid women and dignified men throwing conventions to the wind and acting on such occasions as if they were losing their senses. As the *Call* says, "There is no desire to restrain or limit the natural gayety of the occasion, but a purely artificial gayety sometimes becomes a public nuisance and a town scandal."

According to the dispatches, New York will have a dry New Year's eve celebration this year. It has been the custom in the last two or three years for hotel and restaurant men to apply for a special all-night license to take in New Year's eve. This year, December 31 comes on Sunday, and the state law provides that no licenses may be issued for the period between midnight Saturday and midnight Sunday. The mayor has accordingly directed that applications are to be denied; and up to midnight, at any rate, little beer and wine will flow in public places.

### Fine Modern Improvement at Asti

ONE of the latest improvements at Asti is a handsome new concrete boarding and lodging house which the Italian-Swiss colony has built for its employees. This spacious building covers an area of 100x50 feet. It is constructed of cement blocks, and the roof is covered with cement tiles. Both the blocks and roof tiles were made right at Asti by the colony's own employees with machines imported from Milan. This kind of construction is absolutely fireproof and very substantial and besides offers a beautiful architectural effect.



Swell Quarters for Italian-Swiss Colony Employees.

It faces the colony house, or superintendent's residence on the county road, and is highly admired not only by all passers-by in autos and vehicles, but by the railway passengers, who can see it from the car windows.

The building consists of a large and commodious dining room, kitchen, store room, cook's quarters, and two immense dormi-



tories. These latter are especially well ventilated and lighted, and have all the modern conveniences of a home. There are enameled bedsteads, electricity, wash basins with running water, heaters, writing tables, and adjoining the dormitories are bath rooms and lavatories with the most up-to-date and sanitary equipments.

The colony has always been solicitous about the well-being of its employees, and this handsome new lodging house will contribute much to their comfortable life at Asti.

### Anti-Brewery Control Law Invalid

JUDGE J. STANLEY WEBSTER, sitting in the Superior Court of Spokane county, ruled in the case of M. W. Lewer against Edward Cornelius, proprietor of the Art Bar and head of the insurgents in the fight against so-called brewery domination in Spokane, that the state law of Washington, designed to prohibit breweries from advancing money for retail liquor licenses, is invalid. The ruling was upon alleged technical defects, and it is freely predicted that the decision will result in killing the anti-brewery control law in Washington.

The section of the state law declared invalid is one of the most important parts of the anti-brewery act, and under Judge Webster's interpretation breweries may advance money for saloon licenses. Though the law forbids any manufacturer or wholesaler to pay, advance, or loan money to buy liquor licenses, Judge Webster held the paragraph is invalid. Under the Supreme Court decisions, he declared, the title to the act should express the purpose for which the law is intended, and the title in this case makes no mention of the things which it intends to stop.

Lewer sued Cornelius on two notes in favor of the Exchange National Bank of Spokane, alleged by Cornelius to be an illegal transaction and in violation of the state law, because the advance of money was made by the bank at the instance of the Inland Brewing & Malting Company for the purpose of providing money for Cornelius' license at the Art Bar.

Attorney W. H. Winfree, representing Lewer, demurred to the answer filed by Cornelius in which it was contended that the notes were based on illegal consideration, in that the law passed by the legislature in 1909 forbids breweries controlling retail liquor licenses to the extent necessitated by advancing of money to pay for the license.

The chief contention of Attorney Winfree was that the act is invalid, because the title does not embrace that section of the act itself wherein it is forbidden to breweries to advance money. He also maintained that the bank did not seek to collect from the brewery, but from Cornelius, and that, therefore, the law does not apply. The third argument was that the entire act is unconstitutional because the legislature can not forbid any one from lending its money or credit, for so doing would be the taking of property without due process of law.

Judge Webster upheld the three contentions. The demurrer by Cornelius being overruled, the case must now go to trial on its merits, unless an appeal is taken on the points involved, which it is thought will follow.

### Internal Revenue Collections for 1911 Break all Records

THE report of the Commissioner of Internal Revenue, which was issued during the past fortnight, has created considerable food for thought, the receipts from all sources being the largest in the history of the department, summing up to the grand total of \$322,526,299.73, of which \$148,587,728.31 was received as tax payments on distilled spirits.

The production of distilled spirits during the fiscal year ending June 30, 1911, amounted to 175,402,395 gallons, which is nearly 7,000,000 gallons in excess of the banner year of 1907.

### What the Dry Wave Has Done for Temperance

THE National Model License League has put into circulation a folder entitled: "What the Dry Wave Has Done for Temperance." The folder contains a tabulation of official census and revenue figures from 1893 to 1911, inclusive, showing that the per capita consumption of liquors has increased from 17.44 gallons to 22.29 gallons, nearly five gallons since the Anti-Saloon League was organized. The tabulation is as follows:

Fiscal Year.	Population.	Distilled and Fermented Liquors Withdrawn for Consumption (Gallons).	Yearly Per Capita Consumption (Gallons).
1893	66,970,000	1,168,608,652.00	17.4
1894	68,275,000	1,120,465,891.00	16.4
1895	69,580,000	1,114,579,980.50	16.0
1896	70,885,000	1,171,244,394.10	16.5
1897	72,189,000	1,131,440,281.90	15.6
1898	73,494,000	1,239,090,110.20	16.8
1899	74,799,000	1,216,336,897.30	16.2
1900	76,129,000	1,311,072,020.10	17.2
1901	77,747,000	1,353,563,557.50	17.4
1902	79,365,000	1,482,148,773.50	18.6
1903	80,983,000	1,558,960,798.00	19.2
1904	82,601,000	1,610,485,428.60	19.4
1905	84,219,000	1,649,240,597.50	19.5
1906	85,837,000	1,816,818,690.10	21.1
1907	87,455,000	1,948,960,507.70	22.2
1908	89,074,000	1,940,881,674.40	21.7
1909	90,691,000	1,860,101,985.20	20.5
1910	92,409,000	1,970,423,353.70	21.3
1911	94,927,000	2,094,322,574.00	22.2

Explanation is made that the liquor interests oppose prohibition because it wrongfully destroys the business of individuals, and that the increase in the consumption is of no value to those who are put out of business.

### The Wine Outlook in Italy

Present indications are that the early expectations of the wine growers of the Palermo consular district for an abundant vintage this year will not be fully realized. The summer of 1911 was one of the hottest for years, which, with a total absence of rain for months, caused the vines to suffer considerably. The peronospora, although appearing late in the season, nevertheless did some damage. In consequence the production in Marsala, the principal wine-growing district of this vicinity, is generally estimated as not exceeding that of 1910, which was below the average.

Although high prices ruled for grapes, viz, 18 lire (\$3.47) and even 20 lire (\$3.86) per metric quintal (220.4 pounds), and 120 lire (\$23.16) per cask of new wine (grape juice) containing 54 "quartari," corresponding to 124 gallons, vineyard proprietors, instead of taking advantage of these high prices and disposing at once of their produce preferred to keep it in stock. The wisdom of this attitude is generally doubted, because, contrary to last year, there have been but few calls from France and other foreign buyers. This is bound to cause a drop in prices.

There was little or no rain during the vintage operations, so that a good quality of wine may be counted upon, except where the vines suffered from the peronospora or mildew, the latter disease having been rather prevalent among the vines this year. —(From Consul Hernando de Soto, Palermo, Oct. 17.)

**LASH'S BITTERS**  
TONIC LAXATIVE

# SEATTLE AND NORTHWEST NEWS

SEATTLE, Dec. 20.—According to recent reports from Bellingham wholesale liquor dealers will have their business in dry units under the local option law still further restricted as a result of a decision just handed down by Superior Judge Beck of Snohomish county. Prosecuting Attorney F. W. Bixby is serving notice upon the wholesale firms that in future they must sell intoxicating liquors not only in the original packages, as far as the wrapper is concerned, but in the original packages as to bulk also.

In the past the wholesale men have, for instance, received a barrel containing twenty gallons of whisky and have sold this liquor in gallon lots. This practice must now be discontinued. Mr. Bixby has served notice that he will prosecute all who violate the law in this respect.

Mr. Bixby also has had ordinances drafted and is forwarding copies of the same to the officers of all incorporated towns in the county in order that they may be passed by the town councils to strengthen the local option law in preventing the giving away of intoxicating liquors. Judge Kellogg's opinion in this matter in the Jones case showed that the law was not effective and the ordinances will remove doubt. They provide against the sale of liquor in any form and against the giving away of liquor in a spirit of hospitality and good fellowship except in the home.

An ordinance on the same lines will be introduced in the city Council of Bellingham at an early date.

The *Portland (Oregon) Oregonian* says that the price of beer is going up. On December 12th a dispatch was received from St. Louis, stating that the large breweries have raised the price of beer an additional \$1 a barrel. Paul Wessinger, a Portland brewer, explains that when the old stock is sold out, although the retailer will only charge 5 cents for a glass, the amount received by the consumer will be less. He says that in the last five years the prices of all commodities have gone up with the exception of beer. Hops are as high as 40 cents, and barley prices have been so high before in history. Labor has to be paid more, and everything connected with the brewery business, all materials, cost more. It was inevitable that the brewers should increase their price.

The Supreme Court of Oregon holds that a club, which is a corporation, is in itself an artificial person, and as such owns the liquors purchased by it, regardless of the fact that such liquors were supposedly the property of the individual members of the club. This ruling, although it modified the recent opinion of the lower court in the case of the Bachelors' Club of the city of Woodburn, and at the same time declared the search and seizure ordinance of the city of Woodburn void, as well as ordinance No. 300, practically knocks out the claim of social clubs to be exempt from license. Ordinance No. 300 makes it unlawful for any common carrier or other person to deliver intoxicants within the boundaries of the city of Woodburn. It is believed that this decision will affect scores of clubs throughout the State of Oregon.

During the month an effort has been made in the Portland, Oregon, City Council to raise saloon licenses from \$800 to \$1000 a year without success. This action was taken for the protection of the license-holders in the outlying districts, who are having difficulty in paying the present license, \$800, and who would be put out of business if the license were increased.

At Salem, Oregon, Thomas Riggs, of Stayton, has commenced proceedings in the Circuit Court to enjoin the County Court from declaring Stayton dry. Stayton recently voted dry, 113 to 100. It is contended in the complaint that the local option law requires precinct elections and that Stayton is not a precinct in itself, but only part of a precinct. It is also alleged that the notices were issued by the City Recorder rather than by the County Clerk.

At Olympia, Washington, the Supreme Court for that State has handed down a ruling on the local option law to the effect that it is unlawful to give away intoxicating liquor in dry territory, except in private dwellings or apartments.

A dispatch from Boise states that at the local option election held at the end of November in Kootenai and Idaho counties the dries got a good soaking. Only two years previously these counties had both gone dry under Idaho's new local option law. Idaho county by a majority of 560, and Kootenai by a majority of 200. This time the reversal of judgment in Idaho county was by 150, and in Kootenai by 100. The election was held as soon as the law would allow, for by the terms of this rather intense kind of so-called "reform" legislation the question can only be raised every two years. Both campaigns were about a month in length, and were extremely bitter.

As stated in last month's REVIEW, this change was expected, because the citizens of these counties had come to the conclusion not only that prohibition did not prohibit, but was injurious to the moral well-being of the community, and the result was a verdict at the polls in favor of those who took this correct and common-sense view of the question. Two years' experience was all that was wanted to teach them the true nature of prohibition.

Pe Ell, Washington, remains in the "dry" column, as at the recent election the entire citizens' ticket, which represented the votaries of the water wagon, was elected.

At Grangeville, Idaho, the wets won another victory, in spite of the fact that it is claimed the only liquor obtainable on election day was in the hands of a "dry" campaigner, and he was very free in the use of it. Certainly, under the circumstances, it was a curious manner of influencing voters, particularly as, if the liquor given was good, it would undoubtedly lead them to vote for a state of things when they could look forward to another "nip." Anyway, they climbed off the water wagon and carried the election for licensed saloons by 120 majority.

Reports from Starbuck and Prescott, Washington, regarding the municipal elections recently held in those cities, go to show that the "drys" were practically swamped. In both cities the "wets" elected their tickets almost intact, by a big majority. It looks as if the sensible people in the Northwest were beginning to understand the prohibitionists' little game, and have learned how to check-mate it.

At Spirit Lake, Idaho, the Board of Trustees have passed a new ordinance regarding saloons. The city license will be \$500 a year in addition to the county license. Licenses will also be granted to hotels having twenty rooms. No chairs, seats or tables will be allowed in bar rooms, nor will gambling or games of any character be allowed. Saloons must be closed promptly at 10 p. m. to remain closed until 6 a. m. and Saturday from 10 p. m. until Monday 6 a. m.

## The Army Canteen

EVER since the canteen has been abolished army officers who should know their work have been advocating its re-establishment. The ranking general of the United States army, in his annual report, declares that it is the consensus of opinion in the army that the canteen should be restored. The ranking general can back the plan with statistics. Even the most rabid prohibitionists can hardly claim that the entire army, headed by the ranking general, is involved in a plot with the liquor interests. There must be some good and sufficient reason why this demand for the restoration of the army canteen is kept up.

Without contending that any alcoholic liquor is for the good of the soldier, let us face facts. The abolition of the army canteen has not lessened drunkenness in the United States army. The ranking general has the figures to sustain this statement. The opposition to the army canteen contended that the government, through the canteen, placed temptation in the way of the soldier and encouraged drunkenness. The canteen has been abolished for a period of nearly ten years, but the American soldier has not shown any signs of becoming a prohibitionist. During that time three army generations of soldiers—enlistments are for three years—have been without the canteen, but they have managed to consume as much or more liquor than their predecessors. If the enemies of the army canteen contended that its abolition would be a step toward prohibition in the army, they must admit now that they were mistaken in this regard.

Now let us consider the good points of the army canteen as it was formerly conducted. Only light wines and malt liquors were sold in the army canteens, and these were pure. The profits of the canteen were divided among the different companies in the post where the canteen was conducted. No soldier was permitted to drink more than was good for him in the canteen, and, needless to say, no soldier was ever robbed in the canteen.

Since the abolition of the canteen those of the soldiers who drink have been driven to go out of the military reservations. Most of them drift to low grogeries where they are sold fiery spirits of the worst sort and where they are often robbed. The keepers of these places fatten on the meager salaries of the soldiers. Instead of causing the soldiers to drink less the abolition of the canteen causes them to drink more and to drink worse liquors.

Undoubtedly it would be better for the men of the army if they were "teetotalers" but ten years' experimenting shows the impossibility of bringing about this highly desirable consummation. The soldier is just an average man, and the average man drinks more or less. If the forces that are responsible for the abolition of the canteen are honest and sensible they will face the facts. There was less drinking and less injurious drinking by the men of the army during the time when the canteen was in existence. From the facts and figures which the army people are prepared to show the only persons who have profited by the abolition of the canteen have been the keepers of low grogeries where soldiers have been poisoned and robbed.

It is high time that the facts were admitted and that the army, which, after all, is best qualified to know the wants and tendencies of the soldier, should be permitted to handle the drinking problem in the army in its own way without interference.—*San Francisco Post* December 19, 1911.

## California the Peerless State

THE LOS ANGELES EXAMINER declares that in contrast to the general falling off throughout the land, California is booming and reports an increase of production in her important branches of agriculture. That for this reason the people of the whole United States owe a debt of gratitude to the California farmers and fruit growers who have struggled so many years to assist in bringing about the present state of prosperity, which is well substantiated by the statistics covering 1911. The Examiner says:

"Astounding figures, just compiled, show that California leads the United States in value of its crops for the year 1911, breaking all records in the history of the state for production. Of approximately \$80,000,000,000, the total agricultural wealth of the United States for 1911, California contributed as its share more than \$300,000,000, or about \$115,000,000 more than the average of all the states of the union."

Out of this grand total the grape growers and wine makers of the state have to their credit 45,000,000 gallons, valued at \$3,000,000, as against 40,000,000 gallons in 1910, valued at \$2,500,000. Taking our other fruit and vegetables and the products into account, oranges, prunes, raisins, beet sugar, lima beans, walnuts, olives and olive oil, brings us to the grand total of \$94,473,183 an increase of \$32,471,198 over the value of similar crops in 1910!

## Cask-Making Machinery

A DEMONSTRATION given at Poplar (suburb of London) shows some new machines which have been designed for use in the various processes of cask making at speeds which are claimed to be very much higher than those achieved up to the present. The wood for the staves, having been cut to the requisite length, is passed in pieces measuring six inches wide and about one inch thick, or twice the thickness of a stave as used for a cask, through a molding machine, which by means of rotary cutters placed on horizontal spindles above and below the plank gives a bevel to the stave, so that when assembled the cask is quite circular. A circular saw also embodied in the machine cuts the six-inch wood into three-inch widths, these double staves being produced at the rate of eighty a minute. The next process is known as profiling. In it the machine takes the double staves and, by rotary cutters mounted on vertical spindles, tapers the edges from the center toward the ends so as to give the "bilge," and at the same time cuts tongues and grooves for the joints of the staves. This process is performed at the speed of forty double staves a minute. The double staves are then divided into single ones and are passed on to a crozing machine, which provides the cross groove and chamfer at the ends to take the bottom and head of the cask. It also makes a saw cut across the center to enable the staves to be bent easily when their ends are drawn together to form the cask. The staves are assembled in a circular frame and are taken to a bilging machine, which, by means of tension applied to a wire rope passed round their ends, compresses them together sufficiently to hold the head and to enable the iron hoop to be placed in position. All the machines are adjustable for the manufacture of casks in various sizes, and all the movements are provided with ball bearings.—*London Times*.

## What He Really Said

"DIDN'T I understand you to say that no liquor was sold in this town?" asked the stranger within the gates.

"No, stranger," replied the native, "I merely said the sale of liquor was strictly prohibited here."—*Chicago Daily News*.

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## Review of the Year's Vintage

(From the London Times of October 28.)

THE exceptionally brilliant sunshine of the past summer all over Europe contrasted most favorably with the cold and cheerless summer of 1910. The continuous heat seemed to have killed the enemies of the vine, whether of insect or of cryptogamic life, and never before did the vineyards throughout the Continent present a more healthy appearance. As a result there is a crop of wine somewhat short in quantity but of such superior quality as to give every promise of making the year a notable one in the annals of vintages.

The great advantage, apart from the crop, of an extremely ripe vintage is that the wood of the vine is left thoroughly sound and free from insect pests, which conditions give the greatest promise of an equally fine and far more abundant vintage in the succeeding year. It should also be noted that when two fine years, owing to favorable seasons, follow each other, not only is the second frequently of equal or higher quality but, what is of importance to the consumer, the price of the second year will generally be 25 or even 50 per cent cheaper.

France is the great center of the wine industry of the world. It is the largest producer of wine, the largest consumer, the largest exporter, and strangely enough, the largest importer. From the peculiar characteristics of the soil, the general equability of the climate, and the intelligence of the vineyardists, France is enabled to produce many special varieties of wine of the highest degree of excellence.

After bread, natural wines are looked upon as the great necessity of the French people. The taxed consumption of wine in France in the 12 months ended September 30, 1910, was no less than 1,089,000,000 gallons. For the 12 months ended September 30, 1911, however (owing to the extraordinary decrease in the yield of the 1910 vintage), only 748,000,000 gallons were taxed for consumption in France; or, compared with the average consumption of 162 bottles per head in 1910, there were consumed in 1911 only 111 bottles per head. The consumption of wine in the United Kingdom is only 1½ bottles per head of the population per annum.

### The Leading French Wines.

**Claret.**—This year's produce of the famous 61 classified growths of claret, from Chateau Margaux and Haut Brion to Leoville and Pontet Canet, has already been sold first hand at some 50 per cent above the average price of the last decade; and such has been the demand from many countries for these 1911 clarets that they were all sold, as well as many of the Bourgeois growths, before the grapes were entirely gathered. Such a proceeding has never occurred before on the Bordeaux market, and it is a curious spectacle to see, with few exceptions, all the clarets that were produced in 1910 on these well known estates still in the hands of the growers, for which probably less than half the price that is now being paid for the 1909's would willingly be accepted. The clarets of the 1909 vintage are still in cask and should be bottled in the spring of 1912. They promise to take a high rank among vintage clarets; and, having been sold at comparatively moderate prices at the time of the vintage, they have changed hands among the merchants of Bordeaux at enhanced rates. To give an idea of the production of clarets of 1911 as compared with that of the last fine vintage, viz, 1909, which was not a large one, we may mention that Chateau Margaux has produced 260 hogsheads in 1911, as compared with 328 hogsheads in 1909; Lafite, 220 hogsheads against 400; Leoville Lascazes, 480 against 700; Langoa, 240 against 352; Chateau Loudenne, 720 hogshead against 700 in 1909. To show the prolificacy of the vine it may be mentioned that at Chateau Loudenne, with 125 acres of vineland, the weight of the grapes gathered this year amounted to upward of 270 tons, or equal to more than 600,000 pounds.

**Sauterne.**—There is every probability of the 1911 sauterne wines being the finest since the famous vintage of 1893, the extreme heat of three rainless months having produced to perfection that lusciousness of the grape for which the white-wine district is so famous. Not only Chateau d'Yquem but also all the minor growths and the thousand of Bourgeois, Artisan, and Peasant growths have produced sauterne of a richness that occurs only a few times in a century.

**Burgundy.**—In the Cote d'Or, where the quantity does not amount to a third of an average crop, the prices paid for the wines are enormous. There has probably not been such a perfect vintage as regards quality for more than 20 years, and many anticipate it may equal the great year of 1865. The white wines of Chablis, although extremely limited in quantity, will also be very fine in quality.

**Champagne.**—The champagne vintage this year is, both in the white and red grape districts, of exceptionally fine quality; but the quantity will, unfortunately, be small. The prices being paid are the highest for many years. With 1910 a complete blank and 1909 and 1908 indifferent, there is,

with the exception of a limited quantity of 1907's, only the vintage of 1906 to be shipped, which is already sold to the merchants in England and other parts of the world.

**Saumur.**—The Anjou vintage was much earlier than usual, the gathering of red grapes having begun on September 18, and of the white grapes a fortnight later. The vintage will be of very superior quality and the high prices, partly resulting from the scarcity of old wines, will, as in champagne, more than make up to the grower for the deficiency in the yield.

**Cognac.**—In the Charente the quantity of grapes gathered will amount only to what in that district is called a half-crop, many vineyards having been injured by hailstorms. The quality of the wine being excellent and of high alcoholic strength, and there being no large reserve stocks of brandy of recent vintages left in the hands of the farmers, prices are ruling very high. It is fully anticipated that the brandy this year will be finer than any distilled during the last quarter of a century.

To meet the home demand for beverage wines France has, since the first invasion of the phylloxera, been gradually converting the colony of Algeria into one vast vineyard, and so successful has been these efforts that for some years past enormous quantities of well-fermented red and white wines, which have now reached nearly 200,000,000 gallons, are annually shipped to France. Algeria therefore provides the French people with about one-fifth of their total consumption of wine and, being a French colony, the wine is admitted into France free of duty. These Algerian wines have during the past few years become so popular as full-bodied wholesome beverage wines that they have also been shipped to England and other countries and sold on their merits under their own name.

### High Quality of Other European Wine Yields.

The high quality of Germany's Hock and Moselle vintage of 1911 is undoubted, and promises to rank with the finest wines of the last century. Whether it be the grower of the choicest Johannesburg or Steinberg, or the small peasant proprietor, all have produced a wine of a quality certainly superior to anything since 1893. Unfortunately the quantity is extremely limited; indeed, not half an average crop. A bountiful harvest of good ordinary quality would best have met the needs of the market, for, owing to several meager vintages of recent years, the values of Hocks and Moselles, and especially of the ordinary beverage wines, have constantly been moving upward, limited yields having been coincident with an increased demand not only in Germany, but in all parts of the world. In no country, therefore, would a second good and plentiful vintage be so welcome as on the Rhine and Moselle.

The gathering began generally, in both the Upper and Lower Douro sections of Portugal, in the early days of October. Notwithstanding the slight damage caused by the rains in the latter part of August and the beginning of September, the grapes ripened satisfactorily, the musts showing body, flavor, and color. The quality of the wine will be very good, but the shortage in quantity will have the usual effect on prices. The most notable feature this year is the exceptionally high degree of sugar in the grapes, which is a sure indication of quality. Of the older vintage ports, the 1908's have all been bottled and most of them are now in the cellars of consumers.

The Spanish sherry vintage this year amounts probably to only three-quarters of an average crop, the east wind (Levante) having prevailed for the unprecedented time of 16 consecutive days, and this tended to shrivel up the bunches. The quality, however, will be very good, and but for labor troubles the outlook would be extremely hopeful, as there is undoubtedly a great demand in England for sherry at the present time. Owing to the continuous heat, the quantity of Tarragona is very small, but the quality fine. The demand, however, for these cheap red wines of the port wine type has considerably diminished in England, owing to the increasing quantity of so-called "basis wine" that is allowed to be made in that country.

The grapes throughout Hungary developed much better than in recent years, and the must possesses considerable sweetness. The vintage took place about a fortnight earlier than usual—a very good sign for these full-bodied natural wines. The quantity will not be more than an average harvest, but it is confidently anticipated that the quality will be one of the finest on record. There is a great scarcity of old wines and the new wines are expected to realize very high prices.

Owing to the prolonged drought in Italy the grapes did not yield an average quantity of wine, but the vines are extremely healthy and the musts are all of excellent quality and of great vinosity. The yield of grapes at Marsala (Sicily) will be, if anything, below the average, and but for recently planted vines coming into bearing the total quantity would be very much short of that of last year. The quality of the wine is expected to be very good.

Statistics show that the total production in the Island of Madeira during 1910 was some 10,500 pipes of wine, which it is expected will be increased this year to 12,000 pipes. The quality of the wine will be extremely fine.

### Australian Production—Decreasing British Consumption.

In Australia the 1911 vintage was remarkable, inasmuch as the weather was the coolest on record. Only once did the temperature in South Aus-



tralla rise to 100 degrees, which is noteworthy. The vintage in Victoria, South Australia, and New South Wales, represented about 5,000,000 gallons. The stocks of vintage prior to 1911 are very small and as an increasingly large quantity of wine is required for home consumption, as well as for distillation into brandy, in order to escape the heavy duty on imported wine and spirits there will be only a limited quantity of wine available for export. The full-bodied and generous character of Australian wine causes a never-growing demand for it in the United Kingdom, and the wine shipped is always the best produce of the Commonwealth.

The consumption of wine in the United Kingdom continues to decline, and the time has come when the winegrowers of Europe no longer rely upon England as the principal customer for their choicest vintages, or even for light beverage wines. On the contrary, the growers and merchants of France, Germany, Spain, and Portugal are now looking for other European markets, as well as to the British colonies, the United States, and South America, as equally important outlets.

### Vine News from the University Farm

THE viticultural work at the University Farm at Davis is under the direction of Professor F. T. Bioletti. The situation there at present is as follows: Ten acres of vineyard, comprising our principal wine, table and raisin grapes, and some 200 other varieties, planted March, 1910; 5 acres grafted vines, planted March, 1911, in which the adaptation and affinity of our principal grapes are being tested in connection with the most promising and tried resistant stocks; a collection of mother vines of phylloxera resistant varieties planted in April, 1910.

These vines are for the study of resistant stocks, and for furnishing growers with small lots of cuttings for experimental purposes; a vine nursery containing about ten thousand grafted vines, including most of the best varieties, and the principal varieties of resistant stocks; an old Muscat vineyard which is used for demonstrating drying, packing and cultural methods to students; a grafting house and cutting shed, with all apparatus and appliances for the disinfection of cuttings, etc.; a laboratory and lecture room for the use of students in viticulture.

This equipment at the farm, while far from complete at present, will afford the opportunity of giving a practical course to students in the industry who desire to keep themselves abreast of the times. Such equipment in the hands of so well known a scientific and reliable viticulturist as Professor Bioletti cannot fail to be of great service to the State, and is such as to cause the farm in question to be a valuable adjunct to the University.

### Big Boost for California Barley

HUGH F. FOX, Secretary of the United States Brewers' Association, recently stated that the present high prices of barley and the shortage of the crop in the barley-growing states in the Middle West, have forced American brewers to turn their attention to California barley. He believes that the market for California barley, which has increased greatly during the last two years, is capable of a heavy development.

He estimates California's 1911 exportable surplus was 150,000 tons—about 6,000,000 bushels. With this exportable surplus, California now has the opportunity, in both quality and freight rate, for vastly enlarging its shipments. The American brewers use yearly 1,500,000 tons—about 60,000,000 bushels. The English brewers import yearly 1,000,000 tons—about 40,000,000 bushels. Here is a total of 2,500,000 tons, or about 100,000,000 bushels, of which California, with her present barley average, can supply only about 150,000 tons, or 6,000,000 bushels.

In conclusion Mr. Fox says: "Even with the high freight charge of all rail shipments from California to Chicago, Milwaukee and St. Louis, a large amount of California barley has been sold to these points during the past two years, and the barley has proved so popular that it will hold its own in competition with all other barleys in the future."

# PHIZES

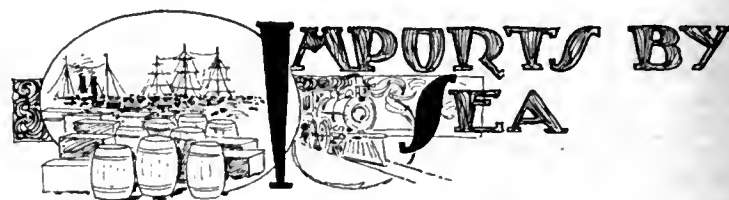
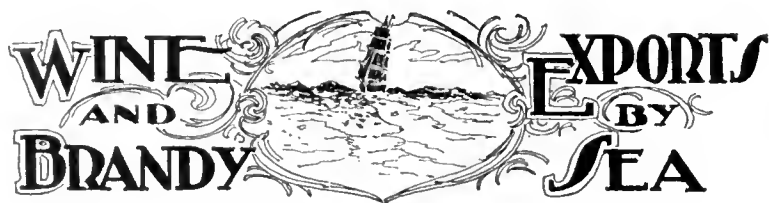
## A NEW VINTAGE

See Editorial on Page 28

The liquor ordinance at San Luis Obispo has been amended during the month, the principal feature of the amendment being the limiting of the saloons in that city to fifteen. The ordinance is so drawn as to deal fairly with present holders of licenses, so it will be some time before the limit set is reached.

The Royal Arch at Eureka, Humboldt County, raised a fund and secured a list of those needing help. Cards were sent to these good for \$2.50 in coin or trade. The Bank of Eureka handled the money, and this charitable action of the Knights was much appreciated.

At the City of Colusa, Colusa County, two saloons, one owned by Philip Hamburg, and the other by T. F. Phillips, were closed December 1st because of the refusal of the Board of Trustees to renew their licenses.



### NAMES OF CONSIGNEES WILL NOT BE GIVEN

Owing to a recent order of the Secretary of the Treasury through his local representatives, it has been found necessary to discontinue giving the names of the Consignees at this port. We regret to have to make this announcement, but for the time being, such conditions will rule.

#### EXPORTS OF WINE BY SEA.

FROM NOVEMBER 20, 1911, TO DECEMBER 20, 1911.

Destination.	Cases.	Gallons.	Value.
To British Columbia	156	7,060	\$3,430
" Central America	37	41,353	13,687
" China	28	2,560	1,162
" Hawaiian Islands	414	98,090	43,341
" Mexico	37	6,007	2,324
" Philippine Islands	15	1,260	515
" Straits Settlements	2	200	86
" South America	2	8,950	4,041
" Society Islands	1	4,020	993
" Samoan Islands	1	306	201
" Marquesas Islands	16	1,127	327
" Jamaica	16	1,500	89
" Havana	1	5,500	425
" France	5	11,996	3,924
" Germany	182	1,268,920	420,541
" New York	1	48,471	18,881
" Other Eastern States	893	1,507,320	\$515,862

#### WHISKY.

Destination.	Cases.	Gallons.	Value.
To British Columbia	37	.....	\$448
" Central America	70	210	812
" Hawaiian Islands	437	2,270	7,788
" Japan	50	.....	300
" Mexico	5	.....	31
" Philippine Islands	201	473	1,635
" Samoan Islands	5	.....	20
" New York	.....	375	1,050
" Cambridgeport, Mass.	.....	5	5
Total	805	1,333	\$12,089

#### BRANDY.

Destination.	Cases.	Gallons.	Value.
To British Columbia	10	.....	\$84
" Central America	1	.....	7
" Hawaiian Islands	75	2,824	3,311
" Philippine Islands	1	.....	14
" South America	1	.....	40
" New York	.....	523	817
" Other Eastern States	.....	100	100
Total	88	3,457	\$4,373

#### BEER.

Destination.	Packages.	Value.
To Central America	6	\$68
" China	50	245
" Hawaiian Islands	381	4,824
" South America	224	710
" Samoan Islands	4	32
" Society Islands	52	396
" Marquesas Islands	3	39
Total	720	\$6,314

#### MISCELLANEOUS.

Destination.	Packages and Contents.
To British Columbia	.....2 cs Mineral Water, 3 cs Cider
" Central America	.....2 cs 2 kgs Vermouth, 1 cs Alcohol
" China	.....5 cs Cordials, 1 cs Cherries in Maraschino
" Hawaiian Islands	.....11 cs Grape Juice, 2 cs Cherries in Maraschino
" South America	.....189 cs Min. Water, 100 cs 1 bbl Ginger Ale, 3 cs Cocktails
" Samoan Islands	.....70 cs Champagne, 5 cs 4 bbls 2 hf bbls Alcohol
" Society Islands	.....26 cs Liqueurs, 53 cs Cordials, 5 cs Grenadine
" Marquesas Islands	.....34 cs Gin, 23 cs Vermouth, 4 cs Bitters, 5 cs Stout
" Japan	.....5 cs Syrups, 21 cs 1 kg Cider, 2 bbls Ale
" Mexico	.....36 cs Grape Juice, 2 cs Kummel
" Philippine Islands	.....1 cs Cordial
" South America	.....5 cs Cherries in Maraschino, 2 cs Bitters, 2 cs Grape Juice
" Society Islands	.....22 cs Alcohol, 45 cs Mineral Water, 3 bbls Ginger Ale
" Samoan Islands	.....13 cs China Wine, 25 cs Japan Spirits
" Australia	.....50 cs Mineral Water, 3 bbls Alcohol, 15 cs Cider
" Jamaica	.....10 cs Cherries in Maraschino, 130 cs 100 crates Grape Juice
" New York	.....2 cs Cherries in Maraschino
" Other Eastern States	.....2 cs Alcohol
Total	.....5 cs Grape Juice
Value	.....1 kg Cider
	.....1 cs Champagne
	.....689 cs 849 bbls 5 hf bbls 15 kgs Cherries in Maraschino
	.....10 gals Vermouth
Total	.....1627 cs 861 bbls 7 hf bbls 18 kgs 100 crates 10 gallons
Value	.....\$24,511

#### Domestic.

FROM NOVEMBER 20, 1911, TO DECEMBER 20, 1911.

#### FROM SEATTLE.

Beer	.....1 csk 980 hbds 1194 bbls 590 hf bbls 590 qr bbls
Whisky	.....22 cs 6 bbls
Wine	.....2 cs
Brandy	.....1 bbl

#### BEER IN TRANSIT.

To Nevada	.....130 csks
" San Bernardino	.....76 bbls
" Alameda	.....110 hbds 126 hf bbls 150 qr bbls
" Oakland	.....65 bhd 150 bbls 65 hf bbls 70 qr bbls 3 sixth bbls
" Santa Clara	.....60 bbls
" Vallejo	.....40 bbls 20 hf bbls

#### Foreign.

FROM NOVEMBER 20, 1911, TO DECEMBER 20, 1911.

#### FROM EUROPE (via Ancon)—Per San Juan, November 23.

3436 cs Champagne	.....San Francisco.
12 oets Rum	.....San Francisco.
1 csk Rum	.....San Francisco.
50 cs Beer	.....San Francisco.
26 cs Liqueurs	.....San Francisco.
10 cs Wine	.....San Francisco.
10 csks Wine	.....San Francisco.
30 bbls Wine	.....San Francisco.
100 cs Mineral Water	.....San Francisco.
445 bbls Stout	.....San Francisco.

#### FROM KOBE, JAPAN—Per Korea, November 24.

862 csks Sake	.....San Francisco.
90 cs Sake	.....San Francisco.
80 csks Sake	.....Los Angeles.
30 csks Sake	.....Denver.

#### FROM NEW YORK (via Ancon)—Per Pleiades, November 28.

15 bbls Whisky	.....Los Angeles.
5 cs Wine	.....Los Angeles.
5 bbls Gln	.....San Francisco.

#### FROM KOBE, JAPAN—Per Shinyo Maru, November 30.

291 cs Sake	.....San Francisco.
1170 csks Sake	.....San Francisco.
110 csks Sake	.....Los Angeles.
20 csks Sake	.....Denver.

#### FROM NEW YORK (via Ancon)—Per City of Para, December 1.

220 bbls Whisky	.....San Francisco.
18 bbls Gln	.....San Francisco.
10 csks Gln	.....San Francisco.

#### FROM HAMBURG—Per Hermanthis, December 1.

50 cs Wine	.....San Francisco.
2 cs Beer	.....San Francisco.
100 cs Punch	.....Portland.

#### FROM NEW YORK (via Ancon)—Per Peru, December 2.

220 bbls Whisky	.....San Francisco.
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#### FROM NEW YORK (via Salina Cruz)—Per Missourian, December 2.

25 cs Gln	.....San Francisco.
55 cs Wine	.....San Francisco.
605 cs Gln	.....San Francisco.
7 bbls Gln	.....San Francisco.
528 cs Whisky	.....Portland.
5 bbls Liqueurs	.....Portland.
5 bbls Gln	.....Seattle.
2 bbls Gln	.....Tacoma.
15 cs Lime Juice	.....Tacoma.
15 cs Whisky	.....Honolulu.
6 bbls Whisky	.....Honolulu.
25 cs Brandy	.....Los Angeles.
5 oets Whisky	.....Portland.

#### FROM HAMBURG—Per Versailles, December 3.

100 cs Spirits	.....San Francisco.
660 cs Mineral Water	.....San Francisco.

#### FROM NEW YORK (via Salina Cruz)—Per Nebraskan, December 5.

5 cs Liqueurs	.....San Francisco.
14 cs Brandy	.....San Francisco.
10 cs Cordials	.....San Francisco.
35 cs Wine	.....San Francisco.
1 hhl Fruit Juice	.....San Francisco.
26 bbls Wine	.....Oakland.
10 cs Brandy	.....Oakland.
10 cs Brandy	.....Sacramento.
2 bbls Whisky	.....Sacramento.
10 bbls Whisky	.....Los Angeles.
16 bbls Beer	.....Los Angeles.
2 bbls Rum	.....Los Angeles.
10 bbls Whisky	.....San Diego.
1 bbl Liqueurs	.....San Diego.
5 bbls Rum	.....Portland.

#### FROM NEW YORK (via Ancon)—Per Leelanaw, December 6.

120 bbls Beer	.....San Francisco.
70 bbls Whisky	.....San Francisco.
13 cs Gln	.....San Francisco.

#### FROM KOBE, JAPAN—Per Siberia, December 7.

403 csks Sake	.....San Francisco.
231 cs Sake	.....San Francisco.
97 csks Sake	.....Los Angeles.

## FROM NEW YORK (via Salina Cruz)—Per Columbian, December 11.

5 bbls Whisky	San Francisco.
5 bbls Wine	San Francisco.
96 cs Wine	San Francisco.
60 cs Gin	San Francisco.
15 cs Brandy	San Francisco.
2 bbls Gin	San Francisco.
571 cs Whisky	San Francisco.
550 cs Whisky	Sacramento.
10 bbls Whisky	Sacramento.
5 bbls Whisky	Stockton.
693 cs Whisky	Portland.
700 cs Wine	Portland.
2 bbls Wine	Portland.
7 oets Wine	Portland.
1 csk Rum	Portland.

## FROM EUROPE—SAME VESSEL.

150 cs Beer	Los Angeles.
220 cs Champagne	Los Angeles.
40 cs Wine	San Francisco.
103 cs Champagne	Portland.
25 cs Wine	Honolulu.
25 cs Champagne	Honolulu.
2 cs Lime Juice	Honolulu.
10 cs Beer	Honolulu.
10 csks Beer	Honolulu.
5 cs Mineral Water	Honolulu.

## FROM NEW YORK (via Ancon)—Per Newport, Dec. 15.

150 bbls Whisky	San Francisco.
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## FROM EUROPE—SAME VESSEL.

125 cs Whisky	San Francisco.
33 bbls Brandy	San Francisco.
10 bbls Wine	San Francisco.

## FROM EUROPE (via Salina Cruz)—Per Isthmian, December 17.

15 cs Champagne	San Francisco.
133 cs Whisky	Portland.
25 cs Brandy	Portland.
1 csk Whisky	Portland.
25 cs Wine	Portland.
25 cs Punch	Portland.
25 cs Whisky	San Diego.
1 csk Whisky	Los Angeles.
10 cs Brandy	Los Angeles.
5 oets Brandy	Los Angeles.

## FROM NEW YORK—Per Isthmian, December 17.

79 cs Wine	San Francisco.
3 bbls Gin	San Francisco.
10 cs Brandy	San Francisco.
680 cs Whisky	San Francisco.
10 cs Champagne	San Francisco.
1 bbl Gin	Oakland.
4 cs Brandy	Sacramento.
3 cs Lime Juice	Portland.
1 bbl Wine	Portland.
1 cs Wine	Portland.

## FROM ANTWERP—Per William T. Lewis, December 18.

49 cs Gin	San Francisco.
200 cs Mineral Water	San Francisco.

## FROM ANTWERP—Per Crown of Gallia, December 19.

6 bbls Vermouth	San Francisco.
618 cs Wine	San Francisco.
771 cs Gin	San Francisco.
40 cs Brandy	San Francisco.
5 csks Brandy	San Francisco.
1100 cs Vermouth	San Francisco.
250 cs Absinthe	San Francisco.
2 cs Bitters	San Francisco.
4 hhd Wine	San Francisco.
40 oets Wine	San Francisco.
4 cs Liquors	San Francisco.
125 cs Stout	San Francisco.
685 cs Whisky	San Francisco.
10 cs Rum	San Francisco.
200 bbls Beer	San Francisco.
525 cs Mineral Water	San Francisco.
350 cs Amer Picon	San Francisco.
3 csks Fruit Juice	San Francisco.
150 cs Lime Juice	San Francisco.
1 csk Lime Juice	San Francisco.
75 bbls Soda Water	San Francisco.
15 csks Whisky	San Francisco.
2 csks Bitters	San Francisco.
1 hhd Whisky	San Francisco.
25 oets Whisky	San Francisco.
20 cs Beer	Portland.
75 cs Stout	Portland.
100 cs Vermouth	Los Angeles.
50 bbls Ginger Ale	Los Angeles.
115 cs Whisky	Los Angeles.
100 cs Mineral Water	Los Angeles.
75 cs Liquors	Los Angeles.

100 cs Absinthe	Los Angeles.
25 cs Wine	Victoria.
200 cs Whisky	Victoria.
635 cs Beer	Vancouver.
45 cs Wine	Vancouver.
41 cs Champagne	Vancouver.
90 cs Liquors	Vancouver.
850 cs Gin	Vancouver.
1371 cs Whisky	Vancouver.
234 cs Ale	Vancouver.
86 cs Stout	Vancouver.
5 oets Gin	Vancouver.
15 bbls Stout	Vancouver.
50 csks Whisky	Vancouver.
5 oets Rum	Vancouver.

## FROM ANTWERP (via Seattle)—Per Watson, December 5.

1150 cs Champagne	San Francisco.
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## IMPORTS BY RAIL IN BOND.

## FROM NOVEMBER 20, 1911, TO DECEMBER 20, 1911.

## Via New York—

2 cs Liquors	From Hamburg.
9 cs Wine	" "
1 cs Vermouth	" "
1 cs Mineral Water	" "

## Via Los Angeles—

20 cs Whisky	From Liverpool.
30 cs Gin	" "

## California Wine to New York

## MONTH OF NOVEMBER.

## From San Francisco, SS. Georgian.

50 bbls.	M. Ajello
100 "	T. Barbaca
337 "	Scatena & Co.
200 "	A. Gazzolo
705 "	Lagomarsino Wine Co.
70 "	A. Colantuono
158 "	Piemont Winery
100 "	A. D. Badini
125 "	W. P. Bernagozzi
110 "	Paganucci Bros.
100 "	Cioeca-Lombardi Wine Co.
62 "	M. B. Mosso
100 "	French-American Wine Co.

## From San Francisco, SS. Ancon.

99 bbls.	Folletti & Leonardo
388 "	Scatena & Co.
1560 "	Lachman & Jacobi
100 "	Piemont Winery
1442 cases.	Calwa Distributing Co.
925 bbls.	Italian-Swiss Colony
169 "	Gazzola & Fogliatti
286 "	Scatena Bros. Wine Co.
97 "	Gundlach-Bundschu Wine Co.
699 "	C. Schilling & Co.
382 "	C. Stern & Sons

E. A. GROEZINGER

Established 1846

E. O. SCHRAUBSTADTER

# A. FINKE'S WIDOW

## SPARKLING AND VINTAGE WINES CHAMPAGNES

809 MONTGOMERY STREET, SAN FRANCISCO, CAL.

2311	"	California Wine Association
48	"	Order
From San Francisco, SS. Panama.		
145	bbls.	Scatena Bros. Wine Co.
61	"	Scatena & Co.
105	"	Lachman & Jacobi
14	"	California Wine Association
20	cases.	Calwa Distributing Co.
29	bbls.	Order
From San Francisco, SS. Allianca.		
		Chas. Stern & Sons
		California Wine Association
		Sonoma Wine & Brandy Co.
		Zucker, Steiner & Co.
From San Francisco, SS. Texan.		
		C. Manzella & Son
		Scatena & Co.
		Scatena Bros. Wine Co.
		A. D. Podent & Co.
		Max May
		A. Gazzolo
		Piemont Winery
		E. L. Spellman & Co.
		W. P. Bernagozzi
		A. Habernicht & Co.
		Chas. Schneler
		Lagomarsino Wine Co.
		French-American Wine Co.
20	cases.	Savoy Wine & Importing Co.
		V. Casazza & Bros.
		Italian Vineyard Co.
		Order
From San Francisco, SS. Colon.		
		J. Pacheteau
		Scatena Bros.
		French-American Wine Co.
		Lachman & Jacobi
50	cases.	Wetmore-Bowen Co.
From San Francisco, SS. Kansan.		
100	bbls.	Tokalon Vineyard Co.
100	"	California Wine Association
600	"	Lagomarsino Wine Co.
80	"	L. Getsch & Co.
198	"	Scatena & Co.
250	"	Italian-Swiss Colony
300	"	A. Gazzolo
200	"	Chas. Stern & Son
234	"	Order

### Benefits of the California Car Exhibit

COLVIN BROWN, who was in charge of the California car that toured the East in connection with the "Western Governors' Special," is home again, and is very enthusiastic over the publicity secured from this novel advertising scheme.

"One of the most admired features of the car," said Mr. Brown, "was the grape arbor and wine exhibit, which everywhere attracted attention. No other state represented on the train covered this particular field, and as a result, the 90,000 people who passed through the turnstile entrance of the train gave their undivided attention to the exhibit of California wines.

"On board the special were a half-dozen representatives of the leading magazines and papers of the United States, and after our trip was practically over and we were nearing St. Paul, our destination, one of the reporters came to me and announced that he had been appointed a committee of one to ask for a wine donation to be consumed at the last meal the reporters would have on the train together.

"Although the bottles were all wired down, I decided that these reporters, who had boosted the California car particularly, were deserving of some California wine, and so secured a pair of nippers, handed them to the committee of one, and told him to take what he wanted. He was a modest chap and was satisfied with seven or eight bottles, with which the table of the reporters was ornamented.

"Later, when I shook hands with these reporters for a last farewell, they all praised the wine, saying that it had added to the enjoyment of the last meal together, and that before they had finished the bottles they had toasted California, the viticultural industry and practically every man of prominence connected with the exposition."

Mr. Brown says that from an advertising standpoint, nothing has ever exceeded the results achieved by the 'Western Governors' Special.'

The first exhibit car on the train was the California car, on either side of which was placarded an immense banner with the inscription "Panama-Pacific International Exposition 1915." On the four succeeding cars were signs merely mentioning the other states that were exhibiting. As this train sped over the 4000 miles covered during the journey, Mr. Brown says he firmly believes the majority of the people who saw it believed that it was a Panama-Pacific International Exposition train boosting California.

**LASH'S BITTERS**  
TONIC LAXATIVE

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AMERICAN WHISKIES BOTTLED IN BOND AND IN BULK

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IMPORTERS OF

VINTAGE WINES, STAPLE CORDIALS, BITTERS, ABSINTHE, PRESERVES, OLIVE OIL, ETC



The biggest advantage we had was the fact that one whole car was devoted to our products. After the visitors passed through the turnstile, they were told that the first car contained the resources of two or three states, and the second, third and fourth cars, several other states. When they reached the last car Mr. Brown took pleasure in remarking "This car shows California," and he says the effect was always impressive, for the visitors did not have to ask constantly if they were looking at the products of Wyoming, South Dakota or other exhibits.

"Every one," he concluded, "admired the grape arbor and pergola decorated by the Grape Growers' Association of California, and I am sure that 90 per cent of the 90,000 who inspected the train, for the first time got a true idea of the importance of California's viticultural industry."

### Correspondence that Gets Your Interest

621 Kerchoff Building,

Los Angeles, November 28, 1911.

Mr. Andrea Sbarboro, President Italian-American Bank, San Francisco, Cal.

Dear Sir:—Some two years ago I had the pleasure of meeting you when you were en route to New York, at which time you were showing me a pamphlet which you had prepared in the interest of wine-growing, and used by you, I believe, before congress when the matter was up some time since. I then thought it the best presentation of the matter I had ever seen, and if you have at your disposal an extra copy, I would appreciate it being sent to me at the present time. We have before the people here a most drastic prohibition ordinance to be voted on Tuesday next and I would like to use your pamphlet in convincing some of my friends of the injustice of such a law becoming operative.

Thanking you most sincerely in advance, I beg to remain,

Yours very truly,

WILL E. STEVENS.

San Francisco, November 29th, 1911.

Mr. Will E. Stevens, Los Angeles, Cal.

My Dear Sir:—I take pleasure in sending you, under separate cover, the pamphlets mentioned in your favor of yesterday in reference to "True Temperance." The papers do certainly show facts by which any reasonable person could see the great advantage that it would be to this country, both financially and morally, if our good American people would become educated to the use of light table wines at their meals, as they do in Europe, from where I have recently returned, and where, in six months spent in the wine-drinking countries, I did not see a single drunkard until I arrived in England, a non-wine drinking country, where drunkards—both men and women—are to be seen on the streets everywhere.

The time must certainly come when the enterprising, intelligent American people will see the folly they are committing in trying to destroy—especially here in California—an industry which, if fostered, would be the greatest asset of our state.

Two Frenchmen, M. L. de Ayala and his brother, just visited our colony at Asti the other day. These gentlemen own large champagne plants in France, which were recently destroyed by a mob there on account of some difficulty they had in using wine from the different districts to make champagne in the champagne-making district. These gentlemen, by chance, had obtained in France a bottle of our own champagne, produced in Sonoma county under the supervision of M. Jadeau, a champagne maker of France for thirty years, and finding our champagne so good they have come to California with the object of establishing somewhere a champagne plant with us. What a great fortune it would be to be able to show to the world that California can produce just the same champagne produced in

France. But how can these people come here to spend hundreds of thousands of dollars when they are confronted with fanatics who would destroy this great industry in their own state? These two gentlemen related to me the scene they had on their train coming from the East; when passing through Nebraska they were refused their wine, which they usually use at their meals, on the Pullman car. They were shocked at this absurdity, just the same as I was when I recently traversed the same route. I was refused wine at my lunch, because we were traveling through Nebraska. When I sat down at dinner the waiter told me we were passing through a short strip of Colorado and that I could get my wine then, but must use it quickly before we again came to the prohibition state of Nebraska. What absurdities. It seems, indeed, impossible that intelligent American people can be so fanatically foolish.

Wishing you success in your difficult propaganda among the good, but foolish, people of Los Angeles, I remain,

Ever at your service,

ANDREA SBARBORO.

The wine men of California each year make a liberal allowance for elaborate calendars, some of them being especially beautiful. The Italian-Swiss colony has hit upon the happy idea of sending out this year the sequel of one of its former holiday pictures. It is a reproduction of an original painting by the famous Italian artist, E. Zampighi, and is a companion picture of the "Rustic Courtship" scene, which they distributed during the 1910 holidays. The title is "Grandpa's Present," and shows the sly young lovers of the former picture happily married and blessed with two charming children, a girl and a boy, who is being presented with a little sheep by his proud grandfather.

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The White Wine

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WINDSOR WINERY, SONOMA CO.

Office and Salesrooms:  
549 WASHINGTON STREET

San Francisco



## Vineyard and Cellar

### Sonoma County Has Banner Wine Yield

**S**ONOMA county was favored during the past season with a decidedly good yield of grapes, from which was produced about eleven million gallons of dry wines. This is in excess of the quantity of dry wines produced the previous year. In sweet wines the county does not average very high, the yield for what is known as the fourth district which comprises the northern counties of California, is about two million gallons.

The prices for the crop this year were materially better than during the previous season, the quotations increasing from \$8 and \$12 per ton last year to \$18 and \$20 per ton this year.

One of the best showings made by Sonoma county was the fact that this section can produce the same grapes with which is made the celebrated champagne in Rheims, France. The Italian-Swiss colony at Asti has been experimenting in this industry for several years, and at last it has succeeded in producing a champagne equal to the best French wine. This champagne will be placed on the market next spring, when it is expected it will prove that California can produce just as good champagne as the best produced in France.

The splendid champagne produced at Asti has been served at a couple of prominent banquets, and those who have tasted the vintage declare it the equal of any imported wine. It was the life work of the late Pietro C. Rossi to produce this champagne, and just as his dream was about to be realized he met with the unfortunate accident which robbed him of his life.—*Santa Rosa Republican*.

George West & Son's winery at Lodi closed down, after a very successful season, at the beginning of December. The tanks are now full of wine, amounting in all to a total of 5,650,000 gallons. This total includes El Pinal, near Stockton, with a capacity of 4,000,000 gallons, Lodi winery, 900,000 gallons, and San Joaquin winery, near Acampo, 750,000 gallons. It was necessary to increase the tankage by 1,000,000 at the three wineries to take care of this season's crop of grapes. A large number of contracts have been signed by the growers at \$10 per ton for a period of ten years. The contracts were open for the growers to sign until October 15th, and by that date a sufficient number had signed to insure an ample supply of grapes for years to come.

J. Schabiague has sued Jos. Kidd to obtain \$20,000 for alleged slander. Both plaintiff and defendant are residents of Napa Valley and interested in the wine business. It appears that when Schabiague was buying grapes from surrounding farmers, Kidd is accused of saying "That scoundrel of a Schabiague, he is cheating all the farmers around here; he is cheating all the farmers in Napa Valley"; and then and there called the plaintiff a "thief" and a "rascal." By which very unneighborly remarks the plaintiff believes himself damaged in the sum sued for.

Upon the conclusion of the season's run in Lincoln Valley, the winery men were especially pleased by the sugar percentage which had maintained a good average. It had been best in grapes grown in a gravelly soil, as usual, and much better, according to reports, than had been found in Santa Clara, Napa or Sonoma counties.

**A** PLACERVILLE, El Dorado County, dispatch states that while its mines, timber, and other valuable features have received recognition, little or nothing has been said about its great capabilities for grape growing. It is contended that both climate and soil conditions are excellent for the cultivation of the wine grape, and says: "But few people, even residents of this county, realize the possibilities here in the grape industry. It has been demonstrated that the wine grape can be raised here. One proof of the quality of a grape is the per cent of sugar it carries. Record shows that the El Dorado county wine grape carries from 28 to 36 per cent of sugar, while the wine grape of some of the biggest vineyard counties of the state carries but 16 to 26 per cent of sugar. Some of the grape men of the county are now starting a movement to have more ranchers raise grapes, and with local wineries to handle the crop a profit equal if not greater than that of other counties may be had by the El Dorado grower."

We are sorry to learn from a Woodland telegram that the Yolo County vineyards are threatened by the phylloxera. Recently when the University of California demonstration train was passing through that county, F. W. Franks brought in some vine roots that were badly affected. He reported that there are three or four patches in his vineyard, varying from a quarter to half an acre in size, in which the diseased vines can be found. Professor Flossfeder, one of the lecturers, and County Horticultural Commissioner Hecke examined the vines and declared that the roots are infected with phylloxera, and Mr. Franks was urged to dig all the diseased vines out and substitute resistant varieties. He reported that there are other vineyards in his neighborhood that are similarly affected.

Crushing ceased at the Fresno wineries early in the present month. The size of the crush is estimated by wine makers to have been practically normal, though a little heavier than that of last year. The size of the wine crop would, however, have been small and decidedly below that of the average year had it not been for a heavy second crop of muscats. The wine grape crop proper in this section was very light, owing to the frost of last spring. As expected, from this same frost resulted the heavy second crop of muscats, and as the entire crop was late in maturing, the heavy run on these white grapes kept wineries open much past the usual date for ending the crush.

The winery of Lachman & Jacobi at Petaluma, Sonoma County, is preparing for another big shipment of wine to Arizona and eastern points, and great activity reigns at the big plant. The present shipment will be one of the largest of the season, and will be followed by others still larger.

**W. T. GARRATT & CO.**

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SAN FRANCISCO

The California Wine Association winery at Geyserville reports a good season, during which some 5000 tons of grapes were crushed. This is less than expected as the crop has not been as heavy as usual. The season was begun with the offer of \$15 per ton, and the promise of the advantage of the rising market to those who sold to it. It has paid \$18. Grapes came in both by cars and wagons, the crusher being located so as to receive grapes from the cars on one side and from teams on the other. Fifteen hundred tons were received by the cars this year. About 6000 gallons of the unfermented grape juice has been made at Geyserville this year.

The annual meeting of the stockholders of the Woodbridge Vineyard Association for the election of directors for the corporation was held recently. The following directors were elected: Frank Perrott, president; Charles Newton, vice president; Freeman B. Mills, secretary; J. Brack Jr., Amos Boyce, Alex Chapdelain, Theodore Beckman. Under the able management of Oliver Newman, the superintendent, this has been a very successful year for the corporation. The entire output of wine for the season was sold before the grapes were crushed and shipments have begun. Ten thousand tons of grapes were received from the stockholders, who are forty-four in number.

AT the beginning of the month 20,000 gallons of wine were shipped from the California Wine Association's winery at Woodland, Yolo County, to Winehaven. The total of the season's output from that place will probably amount to 200,000 gallons of dry and sweet wines. The total amount of grapes crushed was 2654 tons as against 1900 tons last year. The rush of grapes to the local winery this season was so heavy that a part of the product had to be reshipped to Cordelia and Winehaven.

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BREWERS

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Old Overholt Rye Whiskey

"The Whiskey that made Rye Whiskey

**Famous**

## An Expert's Notes on California Wines

BY MAJ. BEN C. TRUMAN.

IN many respects, California is not only the most famous State in the American Union, but it is the most famous country in the world conspicuously as the leading producer (in the aggregate) of wheat, gold and wine, and of all the fruits known. And it may be incidentally stated, but with pardonable exuberance, that our own Los Angeles was the first California finder of gold, the first producer of oranges, and the first maker of an acceptable table wine.

And, while there will continue to be superior gold and wheat yields annually credited to our state, it is our fruits and wines that are holding up our fame, and that the people elsewhere in our country are greatly interested in. It may be said with extreme frankness and honesty that the wines of California are continually contributing much toward healthfulness and temperance, as observation and experience shows that the inhabitants of wine-producing and wine-drinking countries are noted for their temperate and industrial habits, while in colder and non-producing vinous sections the use of fiery potables and drunkenness is much more common despite all the hurricanes of preaching and legislation that have been hurled against it. Wine drinking (and beer drinking, as well) is greatly on the increase in California and throughout the United States—and especially at the table, where formerly water and tea and coffee were often immoderately used. This is in part owing to the fact that the assimilation of an honest light wine with any kind of food is good for the stomach and genially stimulating to the entire body, and partly because it decreases the consumption of American whiskies and French brandies, and other spirits that engender drunkenness and disease, and because the American people are tired of paying upset prices for imported table wines that have generally been subjected to the various processes of adulteration.

But, while the vineyards of France and of other foreign countries will for a long time contribute portions of their vinous products for American delectation, the vineyards of Ohio, Missouri, New York and California will furnish part of the needed supply, and increase their sales annually—and particularly California, whose fame as a producer of the truest, most palatable and most wholesome American wines is reaching a high place among intelligent consumers. The true reformer, and real lover of his fellow-man, aside from any state pride or commercial interest, should favor the production and use of light and other honest wines which shall in a measure take the place of adulterated importations and the fabricated home liquors into which so many large quantities of first-class bread-stuffs are wantonly and unnecessarily distilled.

For the past fifty years California has produced altogether the truest and best wines in America—dry as well as sweet—and is improving upon them every decade; and will continue to improve so long as the producers are honest and honorable, and conform to the laws of the state against adulteration and other basely-reprehensible handiwork; for our diversified climate and varied soils are better suited for the production of various wines, and already there are sweet and dry wines perfected in half a dozen counties that by no arbitrary stretch of the imagination may invite good judges to forget the limpid and delectable emanations of Bordeaux and Oporto, from the banks of the Rhine and Moselle, and from the Islands of Cyprus, Madeira and Crete.

I do not mean that we shall for many years produce a Chateau Lafitte, or a Romance Conti, or a Chablis, or a White Hermitage; we may never have wines quite the same. Even if we

succeed in perfecting processes of wine-making and furnish brands that are rich in bouquet and savor, they may never, in the estimation of many experts, reach the perfection of those just named, and otherwise not be like them. As a matter of fact, however, no two wine-producing countries are the same, though there may be some similar conditions of soil, situation, cultivation and manipulation.

### CALIFORNIA GRAPES.

Unlike all other wine-producing countries, California grapes are grown in all kinds of soils, at different altitudes, and where there are dissimilar atmospheric conditions. Some of these conditions favor France and Italy, some Germany and Greece, and others Portugal and Spain; and not a few of these California conditions of climate, soil and altitude favor none of those of the countries just named. So, to a great extent, the results here are new, like the individuality of a new race; but we are already making delicious wines, and when science and skill have been exhausted in the preparation of the juices, we shall make still better and more perfect wines, and have additional nomenclature, and our rosaries of hillsides and panoramic sweeps of dimpled plains will abound with "chateaux" with pretty names which will sound as sweetly in the ears of the connoisseur of coming generations as do Doussillon or Amontilado now in our own.

There is no other California production that has been so carefully and so affectionately treated as the wine-making grape. Gold could not be coquetted with; no blandishments could make it be if it were not, and no hands could make it more perfect nor more valuable, however willing and industrious; however tactical and scientific. Almost the same may be said of the growing of wheat; if there have been copious rains, and plowing and seeding and harvesting have been pursued properly, then crops are abundant and secure satisfactory rates. But the production of a good, honest wine, such as we have today in California, has been like the bringing up of a good man—whose babyhood and boyhood and youth had been an incessant, honest, affectionate and intelligent care.

It is now quite half a century since practical wine-making has been a leading feature of the industries of the Golden State, and for fully forty years there have been annual improvements too numerous to be presented even in a general way. It may be briefly mentioned, however, that, besides considerations of soil and temperature, planting, picking, pruning and cultivating commissioners and other experts have been sent to foreign countries, and skilled and experienced workmen from leading foreign vineyards and wine cellars have been brought to our state, and also select cuttings from all the rare vines of Europe have been introduced, and with them came men of much information concerning the cultivation, manufacture and care of the precious staple. From Rheims, Epernay, Bordeaux, Cadiz and Oporto have come workmen whose entire lives had been dedicated to the making of fine wines.

To be sure, not even then was there always plain sailing. Excellent and well-matured methods resulted disadvantageously, and disappointments were "thick as leaves that strow the brooks of Vallombrosa." Some species and varieties did not take kindly to this strange, far-off climate and soil, while others doubtless gained new virtues. Some of the wines favor should not have been expected that the identical flavor of the in taste and flavor a number of those in France, although it identical vine in a different soil could have been repeated. The cuttings from the vines along the Rhine produced a wine not unlike that which is made in Germany. While those from Spain and Portugal, Madeira and Austria produced wines not at all dissimilar from those manufactured in the countries named.

## OUR WINES TRUER AND BETTER THAN THOSE IMPORTED.

Forty years ago no pretensions club house in California, and not a score of genteel home entertainers placed native wines on their tables—partly because they were inferior and partly because they were cheaper, and their use “not in good form.” All this has been metamorphosed, as all the clubs keep dry and sweet California wines altogether for general use, while their use in families and hotels and restaurants is quite as general and in perfectly “good form.” There are clarets and hocks, burgundies and rieslings and other red and white dry wines in our leading wine and grocery stores at present, as good and much purer than many of those whose bottles are bedecked with pictures of some old chateau on the Gironde or old crumbling castle on the Rhine; while such sweeter offerings as Cresta Blanca, Angelica and many muscatels appeal to palates that enjoy a luscious savor without an undue exhilaration.

Much more praise, even, may be bestowed on our ports and sherries and brandies—and especially those made in Los Angeles and other parts of Southern California—whose flavors and other delicious qualities are quaint and fascinating, something one cannot describe any more than one can impart an idea of the different shades of mauve. The California port is the truest, the purest and best that can be obtained anywhere in the world at present, as all the imported ports have been sophisticated and most of them basely adulterated; and it is matter of fact that nearly all eastern physicians, in prescribing ports as a tonic or otherwise in a medicinal way, recommend California ports on the ground that they are honest and pure, while the Oporto ones are not.

Regarding our sherries, it may be truly said that, while they are honest and pure, and of great medicinal value, they do not as yet possess that nutty flavor given the “high-priced sherries” manufactured from cheap American whisky, water, burnt sugar, prussic acid and other chemicals in New York, and from potato spirit, maidenhair, capillaire, prussic acid, water and coloring chemicals in Hamburg, which sends out more “Genuine Amon-tillado” annually than leaves Cadiz in ten years. As a matter of fact, there is no such thing as pure sherry—except the California sherry—in England or the United States today, and there has not been for more than fifty years.

## SOME TRUTHS ABOUT IMPORTED SHERRIES

Some thirty-five years ago the British House of Commons employed a number of experts to investigate the reports that had appeared in the London newspapers from time to time, from apparently reliable sources, relative to the consumption of either adulterated or manufactured sherry, and they informed the committee which co-operated with them that “no natural sherry is sent to England; it is all mixed or brandied, and a great portion of it is sulphurated.” This declaration bewildered many noblemen, who were paying exorbitant prices for what they had been led to believe were “rare old brewed wines,” and they determined to make a further examination, in the course of which they wrote to Dr. Gorman, long a resident of Spain and late physician of the British factory at Cadiz, who replied: “No truly natural sherry is sent to England. The purest and best that leaves this port for England is fortified either with good or indifferent spirits.” Subsequently, Dr. Gorman made a report to the House of Commons, in which he said: “The quantity of proof spirit which good, pure sherry contains by nature is from 24 to 30 per cent. The less mature and less perfectly fermented the wine the more brandy is there added to preserve it. It is not necessary to infuse brandy into any well-made sherry wine. If the fermentation is perfect it produces alcohol sufficient to preserve the wine for a century in any country.” Regarding the abominations which are retailed at most bars in England and America, even if there exist a possibility

that they are not ghastly adulterations, unfit for human consumption, it is certain that they are a miserable Spanish white or Moguer fortified by 40 per cent of new or nefarious spirit. As in the case of ports, physicians, as a rule, when recommending sherry as a tonic or as an appetizer for convalescents, advise their patients to take California sherry rather than the so-called “imported” article.

At San Gabriel, Los Angeles and Santa Barbara there were vineyards that had been bearing for nearly or quite 100 years, but which were at last dug up for townsites or for orange groves. These old priests cultivated just one kind of grape—now and always known as the Mission—a hardy vine and berry, a wonderful bearer and a most delicious and never-hurtful fruit. It is round like a marble and about the size of that precious gambling implement of the average naughty boy, and up to 1855 was the source of all California brandies and wines. And even at this day there are ports and sherries made from the Mission grape. It also makes a very good but a very stiff brandy, and never will be entirely excluded from the land where it has been known so long and liked so well. But the most of the vineyards that have been made during the past forty years are from cuttings of choice foreign grapes, such as the Zinfandel, Mataro, Carignan, Grenache, Pinot, Muscat of Alexandria, Malaga, Riesling, Chasselas, Sauvignon and 240 other varieties from the claret grapes of Burgundy, Bordeaux and other points in the south of France, north of Spain, Hungary and other countries; from the white wine grapes of the Rhine and a number of Spanish districts; ports and sherry grapes from cuttings from Portugal and Madeira, and brandy grapes from the most celebrated Cognac varieties, such as Folle Blanche and Colombar. All of these have been on trial for from thirty-five to forty years and the statement that some of the juices therefrom are becoming acceptable, if not famous, is corroborated by the fact that California annually exports from six to ten million gallons and drinks twice as much or more.

In conclusion, I would state that fifty years ago Los Angeles county furnished nearly all the wine made in the state, and that as late as 1865 it produced more wine than all the other counties, and even as late as 1895 there were many large vineyards right in the heart of the city of Los Angeles, on Main, Aliso, Pico, Ninth and Macy streets, and there were hundreds of others within a mile of the Huntington building at Sixth and Main streets. The first wine-making other than that carried on by the padres was in Los Angeles, by John Louis Vignes, who planted 40,000 square feet of vines not half a mile from where the court house now stands, in 1830, and from which he succeeded in cellaring 12,000 gallons of red wine in 1835, and which he put into casks made by himself from the oaks which grew out near the Arroyo Seco. This wine Mr. Vignes sold to whalers and masters of other vessels, and to coast towns between San Pedro and San Francisco. For nearly sixty years each church of the mission system made red wines and aguardiente for sale and for home consumption. The first pipe of wine ever sent out of the country was shipped from San Diego to the King of Spain in 1782, which His Majesty received in good order, and sent his thanks for the same. At the last Paris Exposition the judges of wine pronounced the California red wines purer than the French ones, and our sweet wines purer than those from Portugal and Spain. The judges of wines at the Columbian Exposition were of the same mind, which shows that the art of dry and sweet wine making in California has reached a very high point, and that from this day on no club nor home in the United States need be ashamed of honest wines with honest California labels—for they are getting to be the purest and most healthful vinous potables known to the trade. It now only remains for the California maker and shipper to be dead on the square and his top-notched distinction will forever remain.



# PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VINICULTURE

R. M. WOOD..... EDITOR AND PUBLISHER  
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## Phizes—A New Departure

WITH the January number, the PACIFIC WINE AND SPIRIT REVIEW will begin the publication of a series of sketches and portraits under the title of "PHIZES," representing the up-builders of a great industry and trade, and certain of those affiliated therewith. Upon the completion of the series these portraits and sketches will be re-printed in book page form and artistically bound in leather. This compilation will constitute a sort of individual history which will at the same time be a record of the progress of the industry and trade. Each one whose sketch and portrait appears in the series will receive a copy of the handsome volume containing also all the other pictures and sketches.

Our representative will call upon you one of these days to explain the proposition to you and when he does kindly listen to him as he will have something of interest to tell.

## Annual Statistical Edition of the Review

THE January number of THE REVIEW will contain the regular annual statistics of the Export and Import business of the year. These figures will be particularly interesting this time as they show a very gratifying improvement in business generally as compared with that of 1910. Another valuable feature will be special articles written for the REVIEW by the leading men in the wine industry and trade on subjects of particular moment to all.

As this issue of THE REVIEW will be given a largely increased circulation throughout the Coast and the East it will have extra value as an advertising medium and the wine and liquor men should take advantage of it to make special announcements.

## Good-bye Absinthe

THE Pure Food authorities have sent us a preliminary copy of the proposed ruling barring the importation of Absinthe after January, 1912, with a request for suggestions in connection therewith. Since the tentative order was drawn the Government has made a ruling, we understand, which extends the time to April 1st, 1912, after which no more can be imported into the United States or its dependencies. Since the rumor of the ruling became public the price of Absinthe has advanced \$6 per case. We understand there are 1000 cases on the way to this port at this time.

This action of the Government will certainly work a hardship upon the importers who have established a profitable business with these goods, but so far as the consumer is concerned it will probably be but a short time before some domestic substitute will be invented and placed on the market.

## Why Woodland Voted Dry

THE city of Woodland is dry today for the one big reason that the saloon-keepers of that town were formally accused, whether justly or not, of having for many years interfered in and directed local politics. This feeling against them extended to even their influential friends, and caused them to vote against license.

The business men of Woodland are opposed to prohibition on principle and do not hesitate to say so. Nevertheless their determination to drive the saloon men out of Woodland was such that they set aside their objections to prohibition and were practically a unit in voting dry.

While about one-half of the men who held licenses prior to the town's voting dry in April, had sold out and gone, and those remaining were people of better standing and repute, even they were objectionable on account of past political activities, and no argument in their behalf or in behalf of licenses, in Woodland, at this time carried any weight.

The saloon men were charged with defeating their own friends who were candidates for various municipal offices, and even with going outside of the municipality to influence other elections. The prohibitionists made the most of this, and were particularly active amongst the women voters in the election of December 12th.

There is no doubt that many of the accusations against the saloon men were exaggerated, and that they were blamed unjustly in some instances, but there was ample truth in some of the charges to make public sentiment strongly against the issuance of licenses at this time.

IN regard to the recent most satisfactory election at Los Angeles, the *Eureka Herald* says: Not since Maine almost toppled from the waterwagon after a ride that lasted over half a century, has the cause of prohibition been given such a solar plexus jolt as was handed to it at the Los Angeles election the other day. The interests to which total abstinence looms up as a menace were waiting upon the result with fear and trembling. At a previous election in the City of Angels the liquor interests were given something of a scare when prohibition loomed up strong at the polls. The lady voters constituted one large enigma to the average retailer of malt and spirituous liquor. But it has not been shown that prohibition has gained any strong foothold anywhere because of the female vote.

The annual election at Springdale, Washington, held recently, was one of the closest and most hotly contested in the history of Springdale, seven votes being the greatest margin between any of the eight candidates on the two tickets, with a total of 110 ballots cast. The wet forces have control of the council for the coming year, the dries having the mayor and two councilmen. It was practically on the wet and dry issue that the contest was waged and now the matter is at least settled for the next year in favor of the advocates of properly regulated saloons.

Early in December Mayor Wood, the Socialist mayor of Coeur d'Alene, Idaho, signed the ordinance for the issuing of saloon licenses. As soon as applications have been passed upon and granted the saloons may open for business. The mayor was in favor of a municipal saloon, but the City Attorney decided that a municipal saloon was illegal. The two principal reasons given were that "no provision is made in the laws whereby a fund can be accumulated and secured to establish a municipal saloon," and because the revised statutes of Idaho say that the mayor and council "shall have no power to appropriate, issue or draw any order or warrant on the treasurer for money unless the same be provided for by ordinance."



### "Consistency, Thou Art a Jewel"

THE following extract is taken from the *Corning, California, New Era*, dated December 16, 1911, and speaks in the strongest terms for itself:

"A million gallons of sweet wines, mostly port wine, is the vintage of the Vina vineyard for the season of 1911. This is the largest output of the winery in the many years of its existence.

"There were 10,800 tons of grapes crushed, and as it takes on an average five gallons of grape juice to make one gallon of sweet wine, one can imagine what cooperage it required to handle one crop. This fertile vineyard, the property of the Stanford University, comprising 3500 acres of the best land in the Sacramento valley, is located on the Sacramento river and Deer creek, six miles from Corning, and runs in a long stretch three miles south of Vina. For many years the late Senator Stanford advertised it extensively as being the largest vineyard in the world."

The large amount of money earned by the Stanford vineyard at Vina goes to support the Stanford Jr. University at Palo Alto, and yet there is a strict rule, made by the president of the university, prohibiting the use of the health-giving beverage of wine within one mile's distance of the university.

When it is a well known fact that in the wine-producing countries of the world a ration of wine is served to soldiers and sailors, to the convents, colleges and universities, consumed at table in every family, and that in those countries intoxication is almost unknown, it does seem an anomaly indeed that an institution which produces such a large quantity of wine, the earnings of which go to maintain that institution, should condemn wine from being used not only in the university homes, but for miles around its property.

If the late Senator Stanford could look down from heaven and see the abuse that is made of the product of the vineyard which, in early days, he planted with such great pride, in California, what would he say of those people who, by his estate, are maintained at the head of the great institution bearing his name.

Oh, Consistency, thou art indeed a jewel.

### Tobacco and Beverages in New Zealand

STATISTICS submitted to the New Zealand Parliament by the customs department show that in 1910 there was a per capita consumption of 2.37 gallons of spirits and 7.10 pounds of tobacco in this Dominion, as against a per capita consumption in 1909 of 2.26 gallons of spirits and 7.17 pounds of tobacco. The total consumption of spirits increased from 719,138 gallons in 1909 to 767,620 gallons in 1910, and of tobacco from 2,278,035 pounds in 1909 to 2,295,777 pounds in 1910. The per capita consumption of tobacco was lower than for many years past, with the exception of 1906, when it was 7.06 pounds.

The consumption of wine in 1910 was at the rate of 0.21 gallon per head of the whole population over 15 years of age, a very slight increase on the previous year. The total demand in 1910 was 715,908 gallons, as against 702,379 gallons in 1909. There was also a slight increase in 1910 in the importation of ale and beer, which was used at the rate of 0.38 gallon per head of the adult population; the total consumption was 271,594 gallons, against 252,320 gallons the previous year. New Zealand brewed beer was drunk at exactly the same rate per head as in 1909, 13.1 gallons. The total consumption was 9,399,440 gallons.

That New Zealand is a great tea-drinking country is evident from the fact that the per capita consumption was nearly 7.25 pounds in 1910, an increase of 0.14 pound per head in the year. The total importation was 7,582,530 pounds in 1910, as against

7,302,310 pounds in 1909. Of coffee, cocoa, and chicory together, only a little over half a pound per head was used in 1910.

The Messrs. Ayala Brothers, famous champagne makers of France, extended mention of whom is made elsewhere in this issue, paid a visit to Paul Masson, the well-known and successful champagne producer at San Jose, during their journey through the State. They sampled his dry and sparkling wines and paid the Californian some very high compliments for the exceptional vintages he placed before them. They expressed their surprise that such fine types could be produced here, but when they saw the finest varieties of French vines producing perfect fruit in Mr. Masson's vineyards, the gentlemen enthused still more, and predicted great things for California as a producer of fine wines that could compete with the whole world. On departing, Messrs. Ayala assured Mr. Masson of their intention to return to this State with the purpose of establishing vineyards and cellars for the making of champagnes. The gentlemen were promised that they would be gladly welcomed.

We are indebted to Messrs. Chapman & Wilberforce, whose offices are in the Kohl Building, of this city, for a copy of the now world-famous calendar issued annually by Peter Dawson, Ltd., distiller of the celebrated Dawson Whisky. As usual the calendar has numerous features of interest aside from its value as memorandum book. It should be on the desk of every wine and liquor dealer. Copies can be had by application to Messrs. Chapman & Wilberforce.

A prominent English brewer, speaking at Birmingham of the "perpendicular drinking," which is encouraged by present public-house restrictions, advocated "public houses in the continental style, where a man could eat as well as drink, where he could breathe fresh air, smoke his pipe and take his glass in a garden."

### AMERICAN WINE GROWERS' ASSOCIATION.

Officers for 1911.

President—Walter E. Hildreth, of the Urbana Wine Co., Urbana, N. Y.

First Vice-President—B. R. Kittredge, of the California Wine Association, San Francisco, Cal.

Second Vice-President—George E. Dewey, of H. T. Dewey & Sons Co., Egg Harbor, N. J.

Treasurer—L. J. Masson, of the Pleasant Valley Wine Co., Rheims, N. Y.

Secretary—Lee J. Vance, of the American Wine Press, New York City.

Member Executive Committee—Edward R. Emerson, of the Brotherhood Wine Co.

District Vice-Presidents.

A. Russow, Monticello Wine Co., Charlottesville, Va.

Paul Garrett, Garrett Co., Norfolk, Va.

I. Bear, Sol Bear & Co., Wilmington, N. C.

Hiram S. Dewey, H. T. Dewey & Sons Co., Egg Harbor, N. J.

D. Bauder, Pleasant Valley Wine Co., Rheims, N. Y.

Henry Frey, Germania Wine Cellars, Hammondsport, N. Y.

D. H. Maxfield, Naples Valley Cellars, Naples, N. Y.

L. R. Ryckman, Ryckman Wine Co., Brocton, N. Y.

Geo. C. Schon, The Lenk Wine Co., Toledo, Ohio.

P. C. Rossi, Italian-Swiss Colony, Asti, Cal.

Henry R. Gundlach, Gundlach-Bundschu Wine Co., San Francisco, Cal.

C. J. Wetmore, Wetmore-Bowen Co., Livermore, Cal.

S. Guasti, Italian Vineyard Co., Los Angeles, Cal.

Alfred Stern, Chas. Stern & Sons, Los Angeles, Cal.

H. Blatz, Sierra Madre Vintage Co., Lamanda, Cal.



### Results of November Local Option Elections

Entire San Diego county outside of incorporated cities, November 7, 1911.

First District ..... Dry by 75 majority  
 Second District ..... Wet by 7 majority  
 Third District ..... Dry by 32 majority  
 Fourth District ..... Dry by 32 majority  
 Fifth District ..... Wet by 66 majority

A light vote was polled. The women did not vote.

Supervisory District No. 3, Shasta county, including towns of Falls River Mill, Millville, Whitmore, Burney, Ingot, Pittville, Glenburn, Montgomery Creek, Round Mountain and Wengler, November 14, 1911.

Went dry by a vote of 239 to 173.

Fullerton, Orange county, November 25, 1911:

This city went dry by a vote of 540 to 190.

The women voted at this election.

The Fifth Supervisory District of Orange county, including the following towns: San Juan Capistrano, Port Orange, Newport, Beach, East Newport, Balboa, Corona del Mar, Lagoon Beach, Arch Beach, Coast Royal and Tustin, November 25, 1911.

Went dry by a vote of 623 to 94.

Women voted at this election.

Second Supervisory District of Lake county, including Fountch, Seigler Springs, Bonanza Springs, Howard Springs, Sulphur Bank, Floyd's Landing, Lower Lake, Arabella and Relief, November 28, 1911.

Went dry by good majority.

Women voted at this election.

Petitions are in circulation in the following sections:

Third Supervisory District, El Dorado county.

City of Modesto, county seat of Stanislaus county.

Pasadena, which is already dry, is circulating a petition to invoke the initiative.

Auburn, Placer county, is circulating a petition to invoke the initiative at their election in January.

In these three towns and the supervisory district mentioned above, the women are registering in order to vote at these elections.

Messrs. Milligan & Poole, who have since the great fire conducted a swell bar at Front and Market Streets, have purchased the famous "Ferry Cafe" at 34 Market Street, established many years ago by Kilborn & Hayden. Mr. Milligan has assumed the management of the Ferry Cafe and reports highly satisfactory condition of business beginning with the day of the transfer. He properly regards the location as one of the best in San Francisco and proposes to make a proud record for it as a business getter at no distant date. We feel assured that he will fulfill his predictions because he is built that way.

Among the Kentucky Whiskies that not only have many friends on this Coast, but are rapidly gaining more, is the famous old "I. W. Harper," distilled by the Bernheim Distilling Company. By referring to their advertisement which appears elsewhere in this issue you will find the liquor well described, wherein it is stated that "Royalty itself enjoys no better liquor than is offered in a good old bottle of genuine I. W. Harper."

### Sample Operation of the Crooked Wylie Law

**S**UPERVISORY DISTRICT NO. 2 in Lake county, better known as Lower Lake, went "wet" at the local option election November 28th by 16 votes. The votes have been canvassed by the supervisor and found correct, and the district attorney, to whom the apparent conflict between the Wylie local option law and the county liquor ordinance was referred, has given an opinion. The gist of this is that, notwithstanding the recent "wet" vote, licenses cannot be issued in Lower Lake, where the people voted "dry" at the last general election, for two years from that date, unless the supervisors amend the county ordinance. Up to the present time no action has been taken by the board, and the matter, in spite of the clearly expressed wish of a majority of the citizens, is still in abeyance. As a local paper puts it: "The State local option law does not provide for a dry territory going wet, but only for territories going dry." This, and other equally flagrant examples of the injustice of the Wylie law, show it to be worthy of its source, i. e.: wire-pulling politicians and fanatical prohibitionists.

The bar at the corner of Davis and Market streets, this city, formerly known as the Arbordale Annex, has been purchased by F. J. Fitzsimmons and is under the management of T. B. McGimsey. The place has been largely improved with special reference to the goods carried. Among the latter is the full line of Thomas W. Collins & Company of this city, carefully placed there through the good offices of Colonel Renner. "Tom" McGimsey is one of the best known and most capable caterers in town and shines as a star mixer. The place is now known as the "Davis Cafe." One of the attractive features is a very appetizing mid-day lunch. The cafe is particularly handy for commuters and if you want good goods and classy treatment don't fail to drop in.

Mein Herr "Dick" Friedrichs, of Friedrichs' Cafe, the handsome resort at 310 Montgomery Street, aside from other luxuries, presented his patrons with a handy holiday souvenir. It was in the form of a pocket memorandum book combining also card case, stamp case, pencil, etc. The present was very acceptable. Business with Mr. Friedrichs is excellent.

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 TONIC LAXATIVE

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Back at the same old  
 stand; same old goods;  
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 The fire did not get me.

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**SCOTCH WHISKY**  
 Pisco de Italia, Madeira  
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 Sazerac de Forge & Sons'  
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P. W. WOBBER, Proprietor



### The Tail Would Wag the Canine

**D**URING the campaign at Woodland previous to the local option election just held, the Rev. William A. Wasson, an Episcopal clergyman, spoke against prohibition. He treated both sides with respect and refrained from abuse, and presented his facts and figures in a clear and logical manner. So much so that the Rev. E. J. Baird, rector of St. Luke's Church, Woodland, while claiming that Mr. Wasson spoke without the authority of the Episcopal Church, said: "Mr. Wasson, in the marshaling of his argument, absolutely free from vituperation, taught many extreme prohibitionists a much needed lesson in that respect." Referring to the attack made upon him by Rev. D. E. Holt, former rector of St. Luke's Church, Mr. Wasson said that if he is such a bad man he is pleased to be in the company of such eminent men as Cardinal Gibbons, Lyman Abbott, the late Bishop Potter, Catholic priests and bishops, eight or ten Episcopal bishops and thousands of the clergy, who are opposed to the prohibition movement.

Mr. Wasson stated that a committee of fifty of the most prominent men of America, selected from all walks of life, who had made a study of the question for ten years, submitted a report in which they stated that 80 per cent of the adults use liquor as a beverage and of this number only 5 per cent drink to excess. Twenty per cent are total abstainers. The prohibitionists seek to force something on the public that 80 per cent are opposed to.

### National Liquor League Official Call

**To Whom It May Concern:** Notice is hereby given that the nineteenth annual conference of the National Liquor League of the United States of America will be held in the club room of the National Hotel, Pennsylvania Avenue and Sixth Street, Northwest, Washington, D. C., commencing Tuesday, January 16, 1912, at 2 p. m., and continuing its sessions from time to time until all business has been duly and legally transacted.

Each state association duly affiliated with the National Liquor League is entitled to three delegates and three alternates, together with the member of the executive committee and the national officer, if any, from said state, as per section 2, article iv of the Constitution.

The executive committeeman from each state is requested to present a written report of the work of his association during the past year. The executive committee will meet at the National Hotel at 9 a. m. on Tuesday, January 17, 1912, for the transaction of general business. The officers or representatives of State Retail Liquor Dealers' organizations not already affiliated with the National Liquor League are cordially invited to attend this important conference and take part in its deliberations.

The City of Washington is now the permanent convention city of the National Liquor League, and in view of this fact, the Washington liquor dealers have been requested not to prepare any festivities, as it is the intention to make this and all future conferences purely business meetings.

Headquarters of the National Liquor League during the conference will be located at the National Hotel. Special rates have been granted to delegates and their friends as follows: American plan, \$2.50 to \$3, with bath, \$3.50 and \$4; European plan, \$1 to \$1.50, with bath \$2 to \$2.50. The hotel has recently

been remodeled and is centrally located with reference to the many points of interest at the national capital.

As Congress will be in session those desiring to secure rooms in advance must apply as soon as possible to Hugh F. Harvey, chairman of the Congressional committee, 2006 Pennsylvania Avenue, Washington, D. C.

For further particulars regarding the conference, address Robert J. Halle, National Secretary, 64 W. Randolph Street, Chicago.

TIMOTHY L. McDONOUGH, President,  
ROBERT J. HALLE, Secretary.

Chicago, Ill., November 29, 1911.

**A**CCORDING to reports the latest thing is to be projected for Lower Lake. Some time ago a local option election was held there and the town went wet. It has been dry for some time. As a result of that election it has been suggested that in order to properly control the liquor traffic the town have a municipal saloon. This saloon will be under the control of a board of trustees who will see to it that it is properly conducted. The trustees will hire the barkeepers and look after the accounts.

It is understood that the question will be brought to the attention of the supervisors at their January meeting and earnest efforts will be made to have it matured. The project has met with favor, and it is thought if it is adopted it will settle for all time the question of the control and regulation of the liquor traffic at Lower Lake.

On December 12th a local option election was held at Bishop, Inyo county, which emphasized the citizens' intention not to sanction liquor dealing in any form. The vote stood 280 against and 94 in favor of legitimatizing liquor traffic by permitting hotel bars. About 90 per cent of the registered women voted—which is better than the men did by at least 20 per cent.

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Good Clean Service and Popular Prices

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### The Passing of Absinthe

IT is well recognized in all countries that have had experience therewith that the use of the beverage known as absinthe is dangerous to health. Some countries have forbidden its manufacture (Belgium and Switzerland), and another has instituted rigid regulations over its manufacture and sale (France). The Food and Drugs Act of June 30, 1906, Section 11, forbids the importation of any food or drug which is "of a kind forbidden entry into, or forbidden to be sold or restricted in sale in the country in which it is made or from which it is exported," and also of any food or drug that is "otherwise dangerous to the health of the people of the United States."

A careful study of the conditions attending the manufacture, sale and use of absinthe has convinced the Board of Food and Drug Inspection that it may be dangerous to the health of the people of the United States. Importations of absinthe into the United States are, therefore, forbidden both because they may come from countries which forbid its manufacture or sale, or regulate its sale, and because from whatever country it may come it may be injurious to health.

On and after January 1, 1912, all further importations of absinthe into the United States are hereby forbidden.

At Fort Jones an ordinance is being drawn up which will limit the number of saloons in that town to five. There is no doubt of its passage as the city fathers have already passed a resolution to that effect.

Recently the city of Tehama held an election for disincorporating the town. It appears that the prohibition party has nothing to do with it, but the saloon men were alarmed and put up a stiff fight to retain incorporation, and the proposition was beaten by 36 to 28. The smallness of the vote was one of the surprises of the election.

During December the Visalia City Board of Trustees passed prohibition and gambling ordinances. The former makes it unlawful for any person, firm, club or corporation to sell, store, keep, possess, dispose of, distribute or give away spirituous, intoxicating or malt liquors; exempting only liquors sold by pharmacies on prescriptions, those given to guests or members of the family in the homes, and those sold and used in the sacramental services of the church.

So rigidly is the new liquor ordinance being enforced that the several common carriers state that after delivering the wet goods now in transit, they will refuse to handle any other shipments of liquors to Visalia. Heretofore, under the old ordinance, it has been permissible to order case goods from other towns and have them delivered upon arrival in Visalia. Now the only way to obtain liquors is to take the stuff into the city in suit cases, as has been in vogue to a certain extent since the town became "dry," the first of July. The storing of liquors is made a misdemeanor, and any merchant or other person or firm is liable to a revocation of license for violation of the ordinance.

At a recent meeting of Berkeley City Council George Gelder presented a communication asking the commissioners to include in their call for charter amendments two propositions, one to allow the sale of liquor in sealed packages, and the other to forbid the delivery of liquor altogether into Berkeley, effectually making it a "dry" town. Gelder declared that the Council now had an opportunity to settle for all time the mooted question. He stated that \$50,000 annually was taken out of the city by Oakland dealers, and called the present system which allows rights to outside concerns which it refuses to local merchants a "municipal farce."

The Supervisors of San Diego county have passed an ordinance that will provide for the sale of liquor in the two districts that went wet at the last election. The District Attorney was directed to draft an ordinance which will go into effect on New Year's day. The license will be \$25 a quarter, payable in advance, and licenses will be granted by the supervisors. There are already seven or eight applications for licenses and by the time the ordinance becomes a law it is expected that several more applications will have been filed. Under the provisions of the ordinance saloons must be kept closed Sundays, but hotels will be allowed to serve liquor with meals between the hours of 6 and 8 a. m., 12 to 2 p. m., and 6 to 10 p. m. Saloons must be closed between 11 p. m. and 6 a. m.

An attempt was recently made in the Board of City Trustees of Madera to double the saloon license, which is now \$500 a year. The local press says that such saloon ordinance, if passed, would have been practically of no effect because it could not have gone into effect until the second quarter of 1912, and the indications are that Madera will be a "dry town" about that time if popular opinion is to be believed.

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### Gotham to Have Dry New Year's Celebration

**N**EW YORK, Dec. 20.—Excise officials declare that New York will have a dry New Year's celebration this year. It has been the custom in the last two or three years for hotel and restaurant men to apply for a special all-night license to take in New Year's eve. This year the thirty-first of December comes on Sunday and the state law provides that no licenses may be issued for the period between midnight Saturday and midnight Sunday. The mayor has accordingly directed that applications are to be denied.

### Dry New Year's Eve

The hotel and cafe managers of Portland, Oregon, decided to celebrate the coming of the New Year on Saturday, December 30th, because Oregon's metropolis is dry on Sundays.

Representatives of the various establishments involved held a meeting to consider whether to observe Saturday or Monday, January 1st. They decided, as one of them expressed it, that there would be too much of a "hold over" feeling in the air Monday. Therefore, the day fore New Year's eve was celebrated. The bars which pertain to every grill closed with the last minute of Saturday while the dining rooms closed at 1 a. m., as was the case last New Year's eve.

At the annual meeting of the stockholders of the Salinas Brewing Company, held recently, all the old officers and directors were re-elected. Secretary William Voss' annual report showed the business of the company to be in a prosperous condition, with a satisfactory increase during the year, notwithstanding the high cost of materials and the keen competition of outside concerns. The total number of barrels sold was 7185, an increase of 600 over the previous year. The total expenditures were \$34,617.64, and the total sales were \$59,570.60, a difference of \$24,952.96.

At Cottonwood, Idaho, the Town Council has adopted a unique method of preventing the three licensed saloons from selling liquor at times the ordinance forbids its sale. Every saloon will be compelled to erect at the yard in its rear a board fence six feet high, and the gate after the saloon is closed, must be fastened with a padlock. The open hours are from 6 a. m. to 10:30 p. m.

### San Jose Knights of R. A. Elect Officers

At the regular annual meeting of San Jose Lodge Knights of the Royal Arch, on December 16, the following officers were elected: Valiant Commander, P. Minjoulet; Lieutenant Commander, Geo. Files; Orator, Wm. Kershen; Treasurer, C. L. Mitchell; Recorder, E. F. Coffe; Master of Ceremonies, Wm. Ebeling; Captain of Guards, C. W. Johnson; Tyler, J. W. Shannon; Physician, Dr. F. C. Gerlach; Board of Trustees, J. N. Halling, Al Biel, Jos. Schutte, Geo. Keffel, W. Blodgett.

### Visalia Not Quite Dry

**VISALIA**, Dec. 16.—Orders have been issued by the officials of the Southern Pacific and the Wells-Fargo Express Companies warning all subordinates against delivering liquor addressed to any portion of this city, except individuals of the residence district.

Under the terms of the new law the possession of liquor in the business district or in any public place is a violation of the law.

The ordinance provides, however, that liquor may be stored within the confines of one's home and may be served as an act of hospitality.

## HIRSCH & AMBER —TAILORS—

125 Montgomery St.  
San Francisco

Makers of High-Class  
AND  
Stylish Clothes for Men

KEEP THIS COUPON. IT IS WORTH \$2.50  
WHEN PLACING ORDER WITH US.

HIRSCH @ AMBER

WE HAVE NOTHING TO OFFER THE TRADE, EXCEPT

**Fine Goods, Square Prices  
Honorable Dealing**

SOLE AGENTS AND DISTRIBUTORS  
OF THE CELEBRATED

"Castlewood" Bourbon and Rye

# CARTAN McCARTHY & Co.

Established 1873

IMPORTERS AND WHOLESALE

Telephone Kearny 3688

## LIQUOR MERCHANTS

S. E. CORNER BATTERY & COMMERCIAL STS.

SAN FRANCISCO

SAM T. BERNARD, Pres.  
JOE ZANETTA, Secy.



LUNCH, GRILL & WINE ROOMS.

SECOND BELOW MARKET

San Francisco, Cal.

FINE GOODS A SPECIALTY  
MERCHANTS LUNCH 11 A.M. to 2.30 P.M.

# "The Cabin"

PURE GOODS

105 Montgomery St. : : : Near Sutter St.

"Only the Best the Market Affords"

Cuisine and Service Excellent

ALL ALE AND  
PORTER DRINKERS

Should call for the celebrated

## Burnell's Ale and Stout

Brewed from the Best Malt Hops  
on the Market and used by all the  
Leading Clubs, Hotels and Bars

Order through any Grocer or  
Liquor Dealer, or direct from

**Albion Ale and Porter Brewery**

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494 O'Farrell St.

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San Francisco

## W. F. ROEDER'S CAFE

834 Market Street

Opp. Emporium

San Francisco



J. COPPA, Proprietor

Pine St. Bet. Montgomery  
and Kearny

ORIGINAL

## :: Coppia :: Restaurant

Music Evenings

SAN FRANCISCO

## ESCALLE'S

California's Most Famous Road House  
Midway of Sausalito and San Rafael

Finest Wines and Liquors

SERVICE UNEXCELLED

Evergreen Private Arbor-Booths

Shuffle Board Salt Water Bathing

Boating Refreshments

N. BIEGEL,  
Proprietor

Escalle, Marin County  
California

THE OLD RELIABLE

1871 GATO 1871

**CLEAR HAVANA CIGAR**

S. BACHMAN & CO. (Inc.)  
DISTRIBUTERS



# — MARKET — CONDITIONS

**DRY WINES:**—The closing month of the year gave a very satisfactory showing in the exports of wines by sea. This statement is warranted by the fact that the volume of business aggregated 893 cases and 1,507,320 gallons, valued at \$515,862. During the same period last year, the figures were 1099 cases and 733,478 gallons, valued at \$247,054, thus comparatively doubling in volume and value with a twelve-month. That piece of news is a welcome New Year's present to the wine people, and if such a ratio of gain can be kept up it will not be long before the specter of over-production will be driven far forth. The comparative contrast is made still stronger by reference to the figures of exports for the same month of 1909, which were 723 cases and 466,165 gallons of the value of \$141,207. Therefore the business of December, 1911, shows a gain of \$374,665 over the export value of shipments by sea in the same month of 1909. That is food for thought for the prohibitionists throughout the land and particularly those in California who would attempt to destroy this great wealth-producing industry.

Imports of wine during the month were 1810 cases 4 hlds 10 casks 47 octs and 74 bbls.

**SWEET WINES:**—The only news of importance in connection with sweets is that of production in the three districts for the month of November. Much to the surprise of many of the best guessers, the output in that month was considerably larger than was estimated. The production totalled 5,546,515 gallons. Last year the output in the same period was 3,199,683 gallons. Of the wines produced last month 1,204,730 gallons was port, 3,286,293 gallons sherry, 1,069,104 gallons angelica, 874,179 gallons muscat.

The grand total production in the State for the season, to date, was the banner figure of 20,592,445 gallons.

**B RANDY:**—Owing to the big output of sweet wines the production of brandy was exceptionally large during November. The total for the three districts was 1,127,690 tax gallons. Of this a great quantity was used in the fortification of sweets.

There remained in bond November 30, 1911, 2,640,453.8 tax gallons. On the same date, 1910, the bonded stock was 2,698,863.2 tax gallons.

Exports by sea were of ordinary volume, aggregating 88 cases and 3457 gallons, valued at \$4373.

Imports included 163 cases 33 bbls 5 octs and 5 casks.

**W HISKY:**—Business continued good during the last month of the year, the results being highly satisfactory to the trade and the outlook far more reassuring than at any time since the great catastrophe. Of course the menace of the suffragist vote is always present to give one pause, but what will be the final result in the State after the liquor question has been thoroughly threshed out time alone can tell, and he is not at all communicative.

Exports by sea during the month were fair, the figures being 805 cases and 1333 gallons, valued at \$12,089. This is one-half greater than for the same month last year.

Miscellaneous exports aggregated 1627 cases 861 bbls 7 half bbls 18 kegs 100 crates and 10 gallons, bulk, of the value of \$24,

511. These figures are nearly three times larger than for the same period last year.

Imports of whisky by sea were of good volume, the totals being 5891 cases 723 bbls 30 octs 67 cks and 1 hld.

**IMPORTATIONS:**—Trade with the importers has been all right and none of them have any valid cause for complaint against the general conditions of business as to orders or collections, particularly throughout the interior. Prospects for the new year are brighter than usual. Imports for the month ending December 20th were of good volume, the totals being as follows:

**IMPORTS BY SEA:**—Champagne, 5000 cases; Rum, 10 cases 2 cks 8 octs 7 bbls; Wine, 1810 cs 4 hlds 10 cks 47 octs 74 bbls; Whisky, 5891 cases 723 bbls 30 octs 67 casks 1 hld; Brandy, 163 cases 333 bbls 5 octs 5 casks; Sake, 612 cases 2772 casks; Stout, 286 cases 460 bbls; Mineral Water, 1590 cases 75 bbls; Gin, 2373 cases 43 bbls 5 octs 10 casks; Lime Juice, 170 cases 1 cask; Punch, 125 cases; Bitters, 2 cases 2 casks; Absinthe, 350 cases; Ginger Ale, 50 bbls; Vermouth, 1200 cases 6 bbls; Fruit Juices, 1 hld 3 casks; Cordials, 10 cases; Spirits, 100 cases; Amer Picon, 350 cases; Ale, 234 cases; Beer, 867 cases 336 bbls 10 cks.

**IMPORTS BY RAIL IN BOND:**—Liquors, 2 cases; Wine, 8 cases; Vermouth, 1 case; Mineral Water, 1 case; Whisky, 20 cases; Gin, 30 cases.

**B EER:**—The brewers are doing their share of business at this time of year, although the weather has been continuously cold and conducive to the consumption of strong liquors. Exports were not large, the figures being 720 pkgs valued at \$6314. Domestic imports totalled 305 hlds 994 bbls 320 hfs and 580 qrs. Imports, foreign, were 867 cases 336 bbls and 10 casks; ale, 234 cases; stout, 286 cases and 460 bbls.

## New York Wine Markets

**T**HERE has been quite some activity in the movement of wines and brandies of late, although the demand in most cases is limited to the retail trade. Prices generally show no change and are moderately firm.—*Bonfort's*, Dec. 25, 1911.

The wine men in St. Helena and vicinity report a good demand for wine for the holiday trade and marked activity in shipments.

The Sarrati Winery, at Pleasanton, when it got through crushing, had 200,000 gallons of wine in the fermenting tanks, a gain over last year of 50,000 gallons. The quality as compared with 1910 is said to be as good, if not better.

At Vina some three dozen tramps looted a car of wine side-tracked for loading at the Stanford University ranch. Two of them were arrested with a bucket full, and proved to be members of a gang of thirty-four, all of whom were found in a neighboring glen in an hilarious condition.

"Rose Lawn," a vineyard at San Martin, probably has produced the biggest crop of grapes grown in Santa Clara Valley this season for six-year-old vines, namely, forty-nine and a fraction tons on eight and one-half acres. The place is owned by Frank C. Johnston, an Oakland man, who purchased it this year from E. H. Davis. Mr. Johnston is much pleased with his purchase and is a confirmed booster for Santa Clara Valley. The grapes were very fine and of a good quality, contracted to the California Wine Association at \$16 per ton.





Mr. Mark McEllisten, general representative of the Gibson Distilling Company, of Philadelphia, spent some time in San Francisco during the month. He made his headquarters with Messrs. James de Fremery & Co., of this city, who are agents for the Gibson goods on this Coast.

Among the prominent wine men who visited the city during the month were Secundo Guasti, president of the Italian Vineyard Company, of Los Angeles, Herman Blatz of the Sierra Madre Vintage Company, Los Angeles County, and M. F. Tarpey of Fresno County, a big sweet wine man.

Every one is glad to see Theodore Gier up and around again after several weeks' illness. The popular Oakland wine man was suddenly stricken with heart trouble, but as the matter was taken in hand promptly, nothing serious developed.

Mr. E. M. Sheehan, manager of the Sacramento Valley Winery, has returned from a month's trip through the Eastern cities. He came home via New Orleans and reports that California wines are in great demand everywhere. "Even the importers admit this," he says, "and many of them for the first time are beginning to handle our California product."

The G. Alegretti Company recently incorporated at Stockton for the purpose of conducting a grocery and liquor business in that city. The capital stock is \$50,000 and \$600 has been subscribed. The stockholders are Maria Alegretti, Clotilde Macchiavelli, Clorinda Alegretti and Guiseppe Alegretti, all of Stockton, and Lenora Ghiglieri of Oakland.

Gotlieb Sieber, a pioneer in the wine industry, died at his home in Berkeley, December 27th. The deceased was known throughout the state as being one of the few, who, in early days, predicted the coming importance of the California viticultural industry. He conducted a winery at Marysville for more than a quarter of a century, removing to Berkeley about five years ago.

Many of the best dressed men in San Francisco in and out of the wine and liquor trade, owe their swell appearance to the fact that their clothes are made by the well known house of Hirsch & Amber, 125 Montgomery Street. They carry a full line of the best clothes, Mr. Amber himself is a star cutter and fitter and the result is that the house turns out as fine a class of work as one is willing to pay for. Given them a trial.

Elsewhere in this issue will be found the advertisement of the California Wineries and Distilleries, located at Townsend and Fifth Streets, San Francisco. The institution was incorporated a few months ago and includes the Las Palmas Winery and Distillery, La Paloma Winery and Distillery, Lodi Co-operative Winery, and Elk Grove Vineyard Association. The motto of the California Wineries and Distilleries is "from the vine to the trade." They offer special inducements on request to large handlers of wines and brandies, any proof. The institution is under the capable management of Mr. L. R. Rodgers, proprietor of the Las Palmas Winery and Distillery. The new house starts on its career auspiciously.

The calendar sent out this year by the Pabst Extract Company, for which company Thomas W. Collins & Company of this city are agents, excels in art work all previous efforts of the company, which is saying a good deal, for preceding calendars were of high order. It is a picture of an American girl on horseback, and is deserving of a place in the home of the most fastidious.

Edwin Hammer, manager of the Pacific Coast branch of Alex D. Shaw & Company, importers, New York, gives the kind of a report of the year's business that one likes to read. The Coast trade of Shaw & Company during 1911, was not only of large volume but far beyond the expectation of the house. While the business was large it was not due so much to Champagne sales as to a general demand along their big list of standard goods. Notwithstanding the successes of the current year the company look for a continued development from now on. They expect to add several new and important agencies to their already long list during 1912.

Thomas W. Collins & Company, of this city, report their December business very satisfactory. The city trade improves steadily and they have no doubt that the opening of the year will see important changes for the better in local conditions. Theirs is a representative house in touch with all branches of the trade, among their lines being Pabst Beer and Pabst specialties, Old Overholt Whisky, the products of the Green River Distilling Company, the lines of W. A. Ross & Brother, including Great Ank's Head, Guinness Stout, Bass's Ale, Royal Belfast Ginger Ale, etc., Imported German Beers and other specialties. The future looks very cheering to them.

Go to Coppa's if you want something good to eat, good service, good music, good wines and liquors. If you are appreciative of these things you should go there during the next few days to see the holiday decorations. The place is famous not only as the home of the "Black Cat," but for its many original and artistic paintings done by the best known artists of the Coast. For the holiday season all these paintings have been temporarily covered with a panoramic snowscape scene, which is not only a vivid picture of a drear winter in the East, but is so realistic as to incline the average Californian to shiver. The snowscape will be retained for some little time.

## HOMEPHONE PRAISED

A new subscriber writes the Home Telephone Company under date of October 28, 1911.

"Please install a phone at my home. I did not know anything about the good points of the Homephone and was rather prejudiced against it until I began using it in my office. I use it all the time now, not only in phoning around the building, but getting outside numbers, because it saves me time and trouble. The Homephone delivers the goods.

"You know the burners of candles rioted in London about 500 years ago when gas was introduced. Most of us object to changes. Possibly that is the reason why I am so late in ordering a Homephone."

**Bay Cities Home Telephone Company**  
333 Grant Avenue

## The Use of Refrigeration in Wine Making

**A**N interesting article appeared on the above subject in the *Revue Generale du Froid*, Paris, of which the following abstract is given in *Le Mois Scientifique et Industriel*.

**Defecation Produced by Cold.**—Substances contained in supersaturation in the must of grapes become indissoluble as soon as the temperature is lowered. Messrs. Pacottet and Cann have obtained up to 2 and 3 grammes of cream of tartar per litre of must of Burgundy wines by means of a reduction of temperature. The coagulations act at the same time on the gums, mucilages, and albuminous matters.

These precipitations of mineral and organic substances create in the liquid an inductive force in the matters of suspension. The deposit and the clear liquid become separated in respectively varying volumes, but low temperatures have an intense defecating action. The cold augments the supersaturation of the mineral substances of the must, which has a great affinity for them. On the other hand the combination of air and must are the slower the lower the temperature. If, therefore, oxidation is slow, it is an important feature of cold.

The defecating action of cold may be helped by that of heat. If, for example, clear clarified must be heated to 60 deg., a second coagulation is formed, the precipitation of which is aided by cold. In this manner the two actions of refrigeration and pasteurization may be combined, so as to secure a clear must deprived of many substances destined to be afterwards precipitated.

**Leavens.**—In order to multiply the ferments chosen in a cellar, with a view of an abundant sowing, if the pasteurizers are not dispensed with it is necessary to clarify and relieve the must of the greater portion of its germs. The best method consists in lowering the temperature to 4 deg. or 5 deg., or even to 0 deg. if possible, with the addition of from 3 grammes to 5 grammes of liquid sulphurous acid per hectolitre of must. The defecation of cold has generally the result of taking from wine any earthy taste.

**Musts of Defective Grapes.**—Gatherings changed or decomposed are greatly benefited by refrigeration of the must before fermentation. The oxidizing substances which impregnate mucilages are precipitated in the lees with a portion of the hurtful particles, likely to impart disagreeable flavors.

**Fermentation of White Wines in Clear Juice.**—The growers would find it advantageous to submit the must to the action of cold on its exit from press, until it turns limpid. It should be allowed to ferment after having drawn it off clear, and the ferments added will act more efficiently.

**Fermentation of White Wines at a Low Temperature.**—White wines ferment in large vats at temperatures exceeding 32 deg. to 35 deg. It is advantageous not to exceed 20 deg. in order to preserve the aroma produced by the ferments. Refrigeration by means of water is, as a rule, insufficient in practice for the maintenance of this temperature.

**Defecation of White and Red Wines.**—On leaving the fermenting vats, white and red wines form important deposits. The ferments, the laminated crystals of cream of tartar precipitated by the alcohol of the wines, the albuminoids of the wine coagulated by the tannin, and all substances rendered insoluble during fermentation are precipitated, owing to their weight, through the liquid, carrying with them the mucilages and the organic remains in suspension which upset the wine. The wine deposits its gross lees during the first month. At the end of six months the wine has made a series of deposits and assumes a limpid nature.

The wine-grower dares not expedite young wines, and if acquainted with the action of cold, he makes a very imperfect application of it. With the help of refrigeration, a more complete and regular clarification can be obtained than that produced by six months of rest. Besides which, the lees or dregs are not so plentiful and are reduced to a minimum, heavy and concrete. The diminution of lees, especially in the case of raw wines, repays to a great extent the cost of refrigeration. The wines thus freed may be immediately used, and under this head there is a saving in cellarage for the producer.

**The Congealing of Wines.**—In the year 1860 the use of cold for the congealing and concentration of wines was predicted by Vergnette Lamonhe in Burgundy. Congealing or freezing has the special property of advancing maturation, by provoking an oxidation favorable to the development of the qualities of taste of the product.

**Recuperation of the Cold.**—As enormous quantities have to be cooled, it is advisable to take measures to recover the cold. The cooled wine may be used as a source of cold by means of temperature exchangers, such, for example, as those of the Salvator type.

**Concentration and Transportation of Musts.**—The must in full fermentation is drunk in France under the name of unfermented wine, "vin bourru," "macadam," "vin doux." Towns like Paris, Lyons, St. Etienne, receive entire train loads of must in fermentation from the south or special centres, such as Bergerac. In South America must scarcely fermented is consumed after heating it over an open fire to impart keeping qualities and to give it a special flavor. Up to the present the practice has been to forward from Vignoble, the must coming from the press in tuns, strongly fumigated, or which have been treated with bisulphate of potash. Refrigeration is, however, the best solution of the problem of transporting must to a distance. A must cleansed with 10 grammes of liquid sulphurous acid per hectolitre, pasteurized in the same way as wine and cooled to 8 deg., may be transported to any distance in wagons properly arranged.

**Concentration of Musts and of Wines.**—Bandoin and Schribaux have already proposed to concentrate wine by means of artificial cold. The author of this article, M. Pacottet, took up the problem again in 1895 and arrived at the same conclusions: (1) The freezing point is lowered in correspondence to the alcoholic contents. A wine having 7 per cent. of alcohol commences to freeze at—2 deg. with formation of little crystals of ice; at 11 per cent. of alcohol the freezing temperatures fall to—5 deg. and—6 deg. The concentration therefore calls for very low temperatures and is consequently onerous. (2) The crystals of ice on being separated from the rest of the wine and drained, then submitted to an energetic whirling, retain quantities of alcohol often exceeding to 1 per cent, and coloring matters. (3) Wine concentrated by congelation has a turbid appearance. After resting for a certain period, it throws down an abundant deposit formed chiefly of organic matters, of tartar, and of coloring matters. If the concentration is carried to any length, the wine spoils with considerable rapidity, and assumes at the end of a few months the yellow tint characteristic of stale wines. To sum up, concentration by congelation entails considerable losses in alcohol, of coloring materials, and of tartar. The concentration of musts by means of cold is not yet developed on an industrial basis.—*The Practical Engineer*.

They are live people up around Elk Grove, and only a short time elapsed before the Elk Grove Winery, recently partially destroyed by fire, was again running. The repairs are only temporary, as the winery people intend to build on a larger and more substantial scale next spring.

### Hotels and Restaurants

Joseph Brovelli has leased the Hotel Bardin at Salinas.

J. W. Cameron now runs the Raynor Hotel at Stirling City.

Roy Thompson has taken the Jeffery Hotel at Salinas.

C. Christenson has bought the Union Hotel at Nevada City, California.

Billy Desmond has opened a restaurant on the County Road near Mountain View.

R. C. Cummings has bought the San Luis Rey Hotel.

F. E. Sandusky has bought the Barrow Hotel at Willard.

M. Walker has taken over the Central Hotel at Gilroy.

H. E. Sanford has leased Hotel Manteca at Manteca.

Miles Ellery and wife have bought the Holland Hotel at Trinity Center.

J. Neal has purchased the Shamrock Restaurant at Maricopa.

O. G. Bolsdorff has bought the Hoyser Springs resort in Sonoma County.

Frank P. McCarthy now runs the Leger Hotel at Mokelumne Hill.

Harry Kopta has bought the Yosemite Restaurant at East Petaluma.

Denwood & Bryant have leased the Winston Hotel at Pacific Grove.

Dr. McNaughton is running the Raymond Hotel at Acampo.

Rulz & Levin are remodeling the Russ House at Stockton.

A. J. Parker has opened the Arlington Hotel at Stockton.

A. D. Sandell has taken charge of the Kerman Inn at Kerman.

Mrs. White and Mrs. Richmond are about to open a hotel at Hardwick.

Demos & Petcheos have taken the Rossmore Restaurant at Santa Ana.

P. J. Young and wife will operate the Hotel Young at Paso Robles.

F. B. Duval has bought the Penngrove Hotel in Sonoma County.

C. A. Griggs has bought the San Luis Obispo Sulphur Springs.

L. Waggoner, of Blue Lake, will open a summer hotel on the site of the old Vance picnic ground.

J. S. Dutre will open the Mission Hotel at Niles.

Mr. and Mrs. Freeman have taken charge of the Palace Hotel, Sonora.

Geo. J. Kuppenger will manage the Central Hotel, Gilroy.

Plans have been completed for a hotel and store building at Richman.

A. Tosi, of La Boheme Restaurant, is about to open up an up-to-date place at Eureka.

K. A. Peterson is now running the Union Block Restaurant at Turlock.

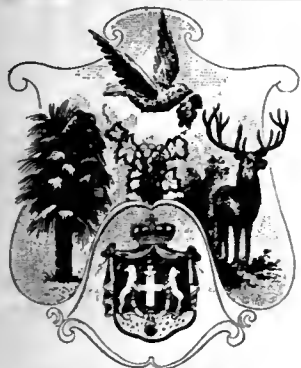
W. Mori has bought the Colombo Hotel at St. Helena.

M. Lawton, son of former proprietor, will reopen the Waldo Grill at Santa Cruz.

S. Ogata has bought the Joe Ling place at Tulare.

### Grape Juice Factory

WHITE BLUFFS, Wash., Dec. 5.—Between \$75,000 and \$100,000 is to be invested in the White Bluffs country by P. R. Welch, a manufacturer of grape juice, and his eastern associates. The company will buy a large tract near White Bluffs and set it all out to orchard and vineyard. The purpose is to grow enough grapes of the varieties required in the manufacture of their beverage to supply a factory which is to be installed here in the near future.



OWNING ITS OWN BRANDS  
AND CONTROLLING THE OLD ESTABLISHED  
BRANDS OF  
LAS PALMAS WINERY & DISTILLERY  
LA PALOMA WINERY & DISTILLERY  
LODI CO-OPERATIVE WINERY  
ELK GROVE VINEYARD ASSOCIATION

FROM  
THE  
VINE  
TO  
THE  
TRADE

## California Wineries and Distilleries

TOWNSEND AND FIFTH STREETS, SAN FRANCISCO

GROWERS AND DISTILLERS OF  
**PURE WINES AND BRANDIES**

Special Inducements Will Be Made, on Request, to

Large Handlers of Wines and Brandies (Any Proof)

# BRANDY PRODUCED

## OFFICIAL REPORT

### FIRST DISTRICT—Month of Nov. 1911.

	Tax. Gals.
Produced and bonded in this district, this does not include figures of production in the 6th (new) district.....	564,776.3
Received from other Districts, California.....	50,691.9
Received from special bonded warehouse, other District, California.....	1,934.3
Transferred from distillery to special bonded warehouse, Eastern District.....	391,836.6
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....	20,570.4
Exported.....	
Tax Paid.....	68,654.7
Withdrawn from warehouse for Fortification of Wines.....	12,297.2
Remaining in bond, Nov. 30, 1911.....	1,854,609.3

### FOURTH DISTRICT—Month of Nov. 1911.

	Tax Gals.
Produced and bonded in this district.....	35,842.6
Transferred from distillery to special bonded warehouse, First District, California.....	55,672.2
Transferred from distillery to special bonded warehouse, Eastern District.....	7,531.7
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....	1,926.5
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....	8,667.6
Exported.....	124.6
Tax paid.....	11,329.0
Used in Fortification of Wines.....	183,178.5
Remaining in bond, Nov. 30, 1911.....	538,721.8

### SIXTH DISTRICT—Month of Nov. 1911.

	Tax Gals.
Produced and bonded in this district.....	10,077.0
Transferred from distillery to special bonded warehouse, First District.....	10,526.4
Transferred from special bonded warehouse to special bonded warehouse, Fourth District.....	
Transferred from distillery to special bonded warehouse, Eastern District.....	8,269.4
Transferred from special bonded warehouse to special bonded warehouse, Eastern District.....	879.2
Tax paid.....	8,183.3
Used in Fortification of Wines.....	343,997.6
Remaining in bond, Nov. 30, 1911.....	227,122.7

# SWEET WINES PRODUCED

### FIRST DISTRICT—Month of Nov. 1911.

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....	3484	1,170,765.9
Brandy withdrawn from special bonded warehouse for fortification.....		
Brandy actually used for fortification.....	3416	1,156,341.6
Port produced.....		Wine Gals. 654,425.25
Sherry produced.....		2,301,106.40
Angelica produced.....		647,708.43
Muscat produced.....		783,914.74
Malaga.....		62,874.76
Tokay.....		3,087.18
Madeira.....		24,630.86
Total sweet wine produced in Nov. 1911.....		4,477,747.62

### FOURTH DISTRICT—Month of Nov. 1911.

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....	606	183,178.5
Brandy withdrawn from special bonded warehouse for fortification.....	16	1,300.3
Brandy actually used for fortification.....	610	180,883.1
Brandy actually used for fortification from which W. C.....	20	1,781.9

	Wine Gals.
Port produced.....	173,443.81
Sherry produced.....	393,606.45
Angelica produced.....	97,111.26
Muscat produced.....	52,453.01
Tokay.....	4,257.08
Malaga.....	
Madeira.....	
Total sweet wine produced in Nov. 1911.....	720,871.61

### SIXTH DISTRICT—Month of Nov. 1911.

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....	—	343,997.6
Brandy withdrawn from special bonded warehouse for fortification.....	—	
Brandy actually used for fortification.....	—	347,167.6

	Wine Gals.
Port produced.....	376,862.84
Sherry produced.....	591,581.86
Angelica produced.....	324,285.96
Muscat produced.....	37,812.62
Tokay.....	
Malaga.....	17,352.72
Madeira.....	
Total sweet wine produced in Nov. 1911.....	1,347,896.00



### Elections Held Within the Last Month

Fullerton, Orange county, November 25th. Stays dry by a vote of 540 against 109.

Fifth Supervisorial District, not including portions of Santa Ana and Newport Beach, lying in the district, November 25th. Dry by a vote of 682 to 110.

Supervisorial District No. 2, November 28th, including town of Lower Lake. Wet by a good majority. And it is now proposed to have a municipal saloon at Lower Lake.

City of Los Angeles, December 5th, wet by a vote of 88,334 against 32,288. The women's vote checked up 5 to 1 for saloons.

Watts, Los Angeles county, December 5th, dry by 7 majority. There is talk of a recount by the wets.

Woodland, Yolo county, election December 12th. Dry by a vote of 773 against, and 452 in favor of saloons.

The District Court of Appeals, second district, has rendered decision upholding the social club laws and maintaining the right of San Diego City to require liquor licenses from them. By the first section of the ordinance governing and regulating the sale of liquor in such clubs, municipal license is imposed, and a penalty for the violation of such ordinance fixed. The court held that the city under its charter has the power to pass such an ordinance, and therefore confirms the judgment of the city justice's court which convicted J. M. Cutting for a violation of such ordinance.

The mayor and common council of San Jose, Santa Clara county, have adopted an ordinance amending the present liquor license ordinance by enlarging the territory in which liquor may be sold in San Jose, so as to include West Santa Clara street to the westerly city limits. The ordinance provides that those who were doing business in the Gardner District at the time of the annexation election, shall have the preference, provided that they must secure the approval of the customary number of adjacent property owners. This action on the part of the authorities is claimed to be in the nature of a compromise with the Gardner saloon men as to the conduct of their business in the newly annexed district, about which there has been considerable litigation. It is rumored that they were willing to stop all further attempts to obstruct the city authorities as to liquor selling in the Gardner district, if the saloons on the Alameda were permitted to operate. This plan will close six saloons.

### Rossi Left Half Million

The value of the estate of the late P. C. Rossi, president of the Italian-Swiss colony, is \$521,318.79, according to an appraisal filed in the Superior Court of San Francisco. Real property, mostly in San Francisco, is worth \$102,688; 2,734 shares of stock in the Italian-Swiss colony, \$246,160; and 1,856 shares of the California Wine Association, \$100,224. The remainder of the estate consists of stock in various corporations.

The Fulton Winery people express themselves well pleased over the season's vintage. It has been a long and busy season and often the winery had to run night and day to handle the 2600 tons of grapes which were crushed this year. Several thousands of gallons of wine have been made of excellent quality.



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Correspondence Invited



### Origin of Sherry or Jerez Wine

THE following able and interesting paper on sherry, was read by Mr. R. Wm. Byass, of Gongalez, Byass & Co., at a crowded meeting of the members of the Wine Trade Club, London, England, at a recent meeting:

It is difficult to fix the exact date of the origin History of this fine wine. Suffice it to say that the vines of Andalucia existed in the time of the Romans, and that for upwards of 300 years it was the favorite wine in England.

Under the Moorish dominion little wine was made, owing to their religious rules, so that the area of viticulture rather diminished, and what continued to be cultivated was for eating as fresh or dried fruit (raisins), until the Christmas under the Catholic monarchs, Ferdinand and Isabella, developed the Wine business, though in a different form to what is now the case.

There is no doubt that the town and district of Port St. Mary must have been the centre of the sherry trade before Jerez proper, and that from the great development of the business in this wine they had to look for clay soil that would produce equal quality, and they found what they wanted—we may say with improvement—in the fine districts of Carrascal and Machar-nudo, of Jerez, which town, being of greater importance, has kept the supremacy ever since, though Port St. Mary and Sanlucar de Barrameda, our neighboring towns, produce, if not so extensively, splendid quality wines and carry on the same industry.

The climate of Southern Spain, and especially of Jerez and its surrounding districts, can but produce the best vines and most beautiful wine-making grapes.

The first wine of which we have a moderately clear notion was the celebrated "Sack" of Falstaff, which it is presumed was the Vino de Color, mostly made in Sanlucar and Rota, and which was not dry, as the translated word "See" or "Sac" would suggest, but may have been called so in comparison with the still sweeter descriptions then imported into England, such as Malmsey, Cyprus, etc.

This Vino de Color, or color wine, is still made and used (but to a very small extent compared with the old times) for making pale gold, gold, and brown sherries. It is made by boiling the must or young wine before it begins to ferment, some hours after the grape is pressed, when it has still all its grape-sugar and sweetness. It is reduced by ebullition to a third or fifth of its volume, and this turns it into a sort of treacle called "Sanocho" or "Arrope" respectively. It is then mixed with about eight to ten parts more of fermented mosto or older white wine, as the case may be, and this is the Vino de Color, which has a low strength, since the Arrope has reduced that of the blend. This wine is left to improve, which it does greatly, especially if the added white wine is already good and of some age.

Later on the taste for Jerez wines tended to be more in the

direction of relative dryness, and less color wine was introduced into the blends. It was when they ranged between the gold and brown shades, and when the richness imparted by the color was substituted by that of the sweet wine, called "Pedro Jimenez" that sherry received the greatest favor in the United Kingdom.

This description of wine we now call the "Old School Sherries."

In those days the English became aware of the benefits that accrued to sherry if sent to India in a sailing vessel or round the world for a voyage which took from one to two years, either through the motion of the boat or through crossing the Tropics or both, and on its return it was sold as East India Sherry at greatly enhanced prices. This eventually became an institution, and wine merchants have kept, and still keep, this type in their minds as "East India Sherry," though not to the extent we should like, for this is the style which improves so much in a bottle. It was, however, nothing more nor less than the class of the majority of the wines then exported, though greatly improved by the journey; so that we may say what the present wine merchant calls "East India Sherry" is the standard quality that good sherry ought to have, with, perhaps, somewhat less color than in those days, a matter which may be attributed to fashion or the craze for pale wine more than to anything else.

After the Old School Wines so much in vogue for the first half of the nineteenth century, someone, whose name it is not necessary to mention, thought fit to try and introduce a novelty in the taste for sherry and offered light fino wines such as were consumed in Spain under the name Manzanillas. Unfortunately the change was accepted by the public, always fond of change and at a time when very few wines competed in England, as we may say only claret and port had a consumption that would compare with ours. Little by little the full golden, rich sherry of the old type, the intrinsic value of which was undoubtedly replaced by light wines requiring little age before they could be consumed, and they created an acquired taste which experience has taught us has done away with the right appreciation of our wines. Formerly, when a vintage or parcel was classified, and one came across one of these fino wines, it was rejected and the purchaser had the right to refuse to take it with the rest of the parcel. However, when the taste for this class became established, its price rose by leaps and bounds.

There is so vast a difference between these light and Finos and Gold or Brown Sherries that some so-called connoisseurs have no idea of the different styles that exist, and this ignorance seems actually to increase. The majority of the public have no clear idea of what sherry should be, or what they are going to get if they ask for a glass of sherry, as they might get Manzanilla or the ancient "Sherris Sack." It is to be hoped, now that such fine value is offered in the wines of Jerez, that people will come back to the real sherry type, which we are confident will have a good effect on the sales and bring up the consumption to something like that of the old times.

# Wine Machinery

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## NOTES

The Down Town Board of San Francisco believe that the retail district of San Francisco has a sufficiency of saloons and the members opposed the issuance of a license to 19 Kearny street. Statistics were quoted showing that within a radius of 500 feet of 19 Kearny street there are sixteen saloons and three cafes. The board decided that if the present Police Commission grants a license, the board will carry the matter to the new commission three months hence with a view of having the license vacated.

Fullerton, which claims the honor of being the first place in Southern California where women exercised the right of suffrage, held a local option election in the latter part of November. In consequence Fullerton remained dry by a vote of 140 for and 509 against the licensing of places for the sale of liquors. At the last election held three years ago the dries won by only two votes. Over 50 per cent of the recent vote were women.

Watts citizens had a hard struggle at the recent local option election to decide whether they would go wet or dry. Of the 782 votes polled a final count showed 395 for and 387 against the prohibition ordinance, or a majority of 7 for the water wagon. Although the majority is so small it is not believed that the saloon men will contest the election.

The saloon men of Red Bluff invite new reforms, and ask that an ordinance be passed cutting out gambling of all kinds. In their petition the retailers also ask a change in closing hours, and that all persons selling liquors pay the same license that the saloons pay and be under the same regulations.

The City Board of Trustees of Auburn, Placer County, has received a petition, numerously signed by both men and women, dealing with the saloon question, and laying especial stress on the following points: Closing all day Sunday; closing at midnight; saloon license \$600 a year, payable semi-annually, penalty for violating ordinance, revocation of license; all saloons to be 150 yards from the extreme limit of a school house. According to the petition it shall require three-fourths of all persons owning property within 500 feet of a proposed saloon to give permission for its establishment before the trustees can act upon the application for a license.

At the Sanger winery this season's distilling of brandy has been completed. The output of the winery this year was much larger than that of 1910, there having been more than 3000 tons of grapes crushed.

The Lodi Co-operative Winery closed near the end of November for the very good reason that the tanks were all full. This has been a most successful season for the winery, which has crushed over 15,400 tons, more than 2000 tons more than were handled last year.

Blue Lake, Humboldt County, was recently very considerably damaged by fire. Among the buildings destroyed were Stocks & Kemp's saloon, loss \$900, insurance \$600; Ingram's saloon, loss \$800, insurance \$500, saloon stock loss \$1000, fully insured; Gentoli's hotel, George and Matie Rankin, loss \$1250, insurance \$600. Rebuilding has already commenced.

The Bakersfield Bartenders' Union has declined to consider the counter proposition of the Knights of the Royal Arch made in connection with the demand of the former organization that members be paid a minimum wage of \$3.50 for eight hours work after January 1st. The counter proposition calls for nine hours work at the figure named.

The Napa Lodge of Knights of the Royal Arch during the month elected the following officers: Past Valient Commander, F. A. Nussberger; Commander, R. Rohrs; Lieut. Commander, E. F. Zahler; Treasurer, F. Martin; Orator, D. Cavagnaro; Recorder, J. D. Ladley; Master of Ceremonies, L. Brisbin; Capt. of Guard, Ed. Quijado; Tyler, O. Fagerberg; Trustees, C. F. Hargrave, S. Lossmann, C. L. Carbone, Jas. Raney, J. DeLuca, Ed. Largey, C. Baracco.

There is a well defined rumor going the rounds in Visalia to the effect that a certain party has decided to open up a saloon in this city, and test the legality of any ordinance which the city trustees might pass. It is rumored that there will be plenty of money to go towards fighting the case, and that once started it will be carried before the highest courts. The rumor further says that local attorneys, or at least some of them, have given their opinion that the city trustees cannot enforce a "dry" ordinance in Visalia, the territory having been declared "wet" by Superior Judge Wallace as a result of the election of July 17th.

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# The Principles of Wine-Making

BY FREDERICK T. BIOLETTI

## V. Micro-Organisms Found In Wine

WINE micro-organisms may be conveniently divided into two groups: Those which grow only in the presence of notable supplies of free oxygen (*aerobic*), and those which require or grow better in the absence of free oxygen (*anaerobic*).

(a) *Aerobic organisms*. 1. *Mycoderma*. If a normal wine, especially one strong in alcohol, is left with its surface exposed to the air, it will usually, in a few days, be covered with a whitish film, thin and smooth at first but gradually becoming thicker and finally rough and plicate. This is what is known to wine-makers as "*wine flowers*." This film consists of yeast-like cells, somewhat longer and more cylindrical and regular than *S. ellipsoides*, reproducing by budding and forming large aggregations.

Pure cultures show that there are many varieties of this organism differing in the color and texture of the film, in the cloudiness of the liquid and the character of the deposit. They are called collectively *Mycoderma vini*.

These organisms are strongly aerobic and can develop only on the surface in full contact with the air. They are a serious enemy to the wine, rendering it insipid and cloudy. They attack the extract, fixed acids and alcohol, producing at first volatile acids and finally causing complete combustion of the organic matters to CO<sub>2</sub> and H<sub>2</sub>O, destroying the wine completely.

2. *Acetic Bacteria*. The film formed on wines exposed to the air, especially on those of low alcoholic contents, will often differ from that due to *Mycoderma vini*. It will be thinner, smoother and consist of bacteria. These, the acetic bacteria, grow not only on the wine at the expense of the alcohol, but on crushed grapes and must at the expense of the sugar, producing acetic acid in both cases.

Acetic acid in small amounts is a normal constituent of wine produced by the yeast. Unless in excess, its effect is not injurious. There may be present from .09 gs. in 100 gs. in light white wine to .14 gs. in a heavy red wine without deterioration of quality. In sweet wines even a somewhat larger amount may be present without causing injury.

Much larger amounts are injurious in two ways. When the acetic acid is perceptible to the taste, the wine is spoiled. When an abnormal amount of acetic acid is produced, before or during fermentation, it interferes with or stops the work of the yeast. In such cases, the wine "*sticks*," that is, fails to eliminate all sugar and becomes especially liable to the attacks of other bacteria.

Wines high in alcohol are less liable to acetic fermentation than weaker wines. Sound wines containing over fourteen per cent by volume are almost immune, but such wines may be spoiled during the fermentation by the growth of acetic bacteria on the exposed floating "cap" of pomace or on the crushed grapes, especially at high temperatures.

(b) *Anaerobic Organisms*.—Some of the worst, most frequent and most difficult to treat of the diseases and defects of wine are due to organisms which develop only in the absence of oxygen. These organisms are all bacterial and appear to include a large number of forms, though, owing to difficulties of isolation and culture, the different forms have not been well studied or described.

1. *Slime-forming Bacteria*. Musts and wines become slimy, rarely, through the action of *Dematium pallulans* (Wortmann) and wild yeasts (Meisner) in the presence of oxygen; more frequently through the action of special bacteria. In most

cases, only young wines after fermentation and when contained in closed casks or bottles exhibit this defect. A slimy wine has an oily appearance, pours without splashing, and, in extreme cases, becomes cloudy and will hang from a glass rod in strings. In such wines, the microscope reveals large numbers of spherical or more or less elongated bacteria in long chains.

These bacteria attack the sugar, but not the glycerine nor the alcohol, and produce mannite, carbonic acid, lactic and acetic acids and alcohol. Alcohol above thirteen per cent, free tartaric acid, tannin and sulfurous acid in small amounts prevent their growth. The disease is usually not serious and disappears under the ordinary cellar treatment.

2. *Propionic and Lactic Acid Bacteria*. The most serious and perhaps the commonest disease of wines is characterized by persistent cloudiness, disagreeable odors and flavors, increase of volatile acid and injury to or complete destruction of the color. Wines affected are characterized commonly as *mousey*, *lactic* or *turned wines* (Pousse and Tourne of the French).

The cause is bacteria. These are readily revealed by the microscope in enormous numbers in badly affected wines. There seem to be several or many closely related forms, all short rod-shaped, isolated in the first stages of the disease,

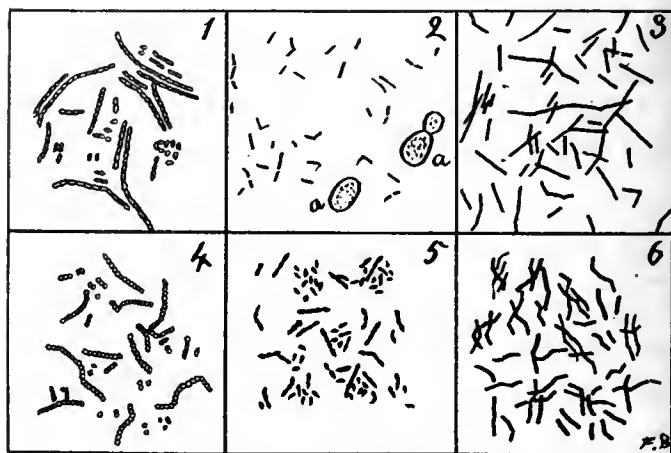


FIG. 4.—Bacteria of wine diseases.

1. Bacteria of vinegar—sour wine (acetic).
2. Bacteria of lactic wine (propionic), young.  
(a) Cell of wine yeast.
3. Bacteria of lactic wine (propionic), old.
4. Bacteria of slimy wine.
5. Bacteria of mannitic wine.
6. Bacteria of bitter wine (butyric).

but, later, forming chains or filaments of various lengths. The most noticeable changes caused in the composition of the wine are the decrease of fixed and the increase of volatile acidity. The tartaric acid and tartrates are destroyed, and carbonic, acetic, lactic, propionic and other volatile acids formed.

Light wines of low acidity are most subject to this disease, which may be prevented by measures which increase the acidity and alcohol, defecate and attenuate the wine rapidly and completely, by the proper use of sulfurous acid, and finally, by timely filtration and pasteurization. Wines noticeably affected can be used only for distilling; those badly affected are valueless.

3. *Mannitic Bacteria*. Very sweet grapes of low acidity in hot climates are subject during fermentation to a similar trouble characterized by increase of volatile acidity, a persistent cloudiness and a vapid sweet-sour taste. The disease is commonly confused with the preceding but is caused by bacteria of different forms. The form described by Gayon is a very fine short rod which does not unite in filaments. It attacks the sugar, especially the levulose, producing volatile acids and mannite. The latter may reach over two per cent and the former five per cent, giving a sweet-sour wine which is completely spoiled.

The bacteria grow abundantly only at high temperatures, approaching 104 degrees F., and can be controlled by cool fer-



mentation, increase of acidity and proper use of sulfurous acid.

4. *Butyric Acid Bacteria.* In the cooler climates, wines, especially old red wines in bottles, often become bitter. This trouble is due to comparatively large rod-shaped bacteria, first described by Pasteur. The cells remain united in angular filaments, short at first, but becoming longer and finally thicker, by incrustations of coloring matter, with age.

The tannin, coloring matter, and glycerine of the wine are attacked, acetic and butyric acids being formed. In small amounts the bacteria do little or no harm, in larger amounts they may spoil the wine. Means which increase the alcohol, tannin and acidity diminish the liability to the disease. Prompt attenuation and clarification and in extreme cases, pasteurization, will cure wines not too badly affected.

All the above anaerobic bacteria of wine diseases probably exist in most wines. Which develop most or whether any develop sufficiently to injure the wine depends on conditions, chiefly the composition of the must and the temperature at which the wine is fermented or stored. Most diseased wines show a mixed infection of several forms.

#### VI. CONTROL OF THE MICRO-ORGANISMS.

Given grapes of suitable composition, the quality of the wine depends on the work of the micro-organisms. The art of the wine-maker consists almost entirely in the control of these micro-organisms. His success in facilitating the work of the useful form (true wine yeast) and in preventing or hindering that of injurious forms determine the quality of his product.

(a) *Before the Fermentation.*—On the skin of sound ripe grapes as they hang in the vineyard, the micro-organisms are comparatively few and in an inactive condition and with intelligent methods they can not injure the wine. On broken or injured grapes the number is greater and the forms more active. If many such grapes occur they should not be mixed with the sound grapes if the best wine is to be made.

1. *Gathering the Grapes.* The sorting of grapes after gathering is expensive and unsatisfactory. The best method for the separation of inferior grapes is by "double picking." This may be done by furnishing each picker with two boxes, one for the sound grapes and the other for the rest. A better method, however, is to gather only the good grapes at first. If many inferior grapes are left it may be profitable to go over the vineyard a second time for these. These inferior grapes can then be made up separately by special methods and by such means can often be made into a fair wine, and at worst are useful as distilling material. If the grapes left are too few to repay a second picking, it is better to leave them and lose them completely than to mix them with the good grapes and make all the wine inferior. Any bunches which show more than a few moldy, cracked or diseased berries, should be left. In case the larger part of the crop shows defects of this kind, it may be best to gather them all at once and treat them as inferior grapes, but in this case fine wine can not be made.

Care should be taken to avoid unnecessary bruising of the fruit if it can not be worked immediately. Molds, wild yeasts and vinegar bacteria multiply rapidly on grapes wet with juice. The sooner the grapes can be crushed and placed in the fermenting vat or press the easier it is to obtain a sound fermentation.

If the grapes are to remain for two or more days after they are gathered before being delivered to the winery, special precautions should be taken. Even with great care in gathering, handling and protecting from dust and heat, grapes will deteriorate if kept more than two days without crushing. If bruised and hot they will undergo injurious changes even sooner.

2. *Transportation of Grapes.* When grapes have to be taken long distances by wagon or railroad it is best to crush them at the vineyard, and then transport them in tight vats or tanks. They may commence to ferment before they arrive at the winery,

but this effect of the wild yeasts on the crushed grapes is much less deleterious than that of the molds and vinegar bacteria on the uncrushed. Fermentation can be delayed and minimized by crushing the grapes as cold as possible.

The coolness of the grapes can be insured by crushing those gathered in the morning immediately before they have had time to become warm. Those gathered during the heat of the day can be cooled by leaving them in the picking boxes distributed along the avenues all night. If they are not piled up until the following morning, they will usually cool off fifteen or twenty degrees or more. They may then be crushed, or, if necessary, piled up. Large masses of grapes, such as a pile of full boxes, cool off or warm up slowly.

The best method of preventing injurious fermentation, however, is to distribute a carefully measured quantity of *potassium meta-bisulfite* equally through each receptacle containing the crushed grapes. The quantity needed will depend on the temperature and condition of the grapes. If the grapes are cool and sound, from 5 oz. to 6 oz. for each ton will be sufficient, if warm or moldy, 9 oz., 12 oz. or 16 oz. will be necessary.

The sulfite may be sprinkled over the crushed grapes as they fall into the receiving vat, but it is difficult to get a proper distribution in this way. It is better to dissolve it first in hot water. If the solution is made at the rate of one pound of meta-bisulfite to one gallon water, it is easy to measure the calculated amount. A good way to use it is to put the amount needed in a vessel furnished with a small tap and to let the solution drip from this tap into the vat, or better into the crusher, as the grapes are passing through.

The amount of sulfurous acid introduced in this way will be just about what is needed in the fermentation, and is much more effective and beneficial if added at this time than later.


3. *Cleanliness.* The less foreign matter we get into the fermenting vat, the better our wine will be. Grapes as they hang in the vineyard are usually clean except in the vicinity of dusty roads or on vines pruned so low that the fruit rests on the soil.

Soil and dust, however, are more or less eliminated from the liquid during the first part of the process of wine-making and are much less harmful than molds and bacteria.

The most harmful forms of dirt are those to which grapes may be exposed after gathering. Grapes gathered in moldy, vinegar-sour boxes, hauled in dirty wagons or cars and passed through dirty crushers, conveyers and presses may be so com-


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pletely infected with injurious germs that it is impossible to obtain a good fermentation. The most injurious form of dirt is grapes, must or wine which have been allowed to become moldy or vinegar-sour.

Picking boxes or other receptacles for grapes should not remain more than twenty-four hours after using without washing. Where this is impossible, they should be exposed to the sun and thoroughly dried. Molds will not grow on a dry surface even though it is covered with grape juice. The same treatment is necessary for crushers, pumps, hoses and all machinery and utensils with which the grapes come in contact. Surfaces which can not be dried quickly, such as the inside of closed vats, should be sterilized with the fumes of burning sulphur. This sulfuring is not necessary in the case of metal surfaces, such as the interior of pumps and pipe lines, which can usually be kept free from mold if well washed and drained after using. All pipe lines should be furnished with drainage cocks at all low points and pump wells should have an opening at the bottom so that they can be washed and drained easily. Hose should be hung up vertically when not in use. Picking boxes should be thoroughly dry before being stacked away for the winter, or, if this is inconvenient, they should be stored in a close room and sulfured occasionally.

(To be continued.)

### George W. Harris Offers Solution of Trust Problem

**G**EORGE W. Harris, a capitalist of Cincinnati, and one of the Trustees of the Sinking Fund, advanced an original and what he himself characterized as a "somewhat revolutionary" proposition for the solution of the trust question, December 7th before the Senate Committee on Interstate Commerce, which is seeking suggestions for amendments to the Sherman law and a proper method for dealing with big corporations.

Mr. Harris knew what his scheme was and how to elucidate it clearly for the benefit of the members of the committee. In short it was:

That the net profits of all corporations doing an interstate business should flow into the United States Treasury under the following conditions:

(A) All profits in excess of 12 per cent per annum, where the corporation does 10 and not to exceed 15 per cent of the total of the particular kind of business in which it is engaged.

(B) All in excess of 11 per cent when the business is between 15 and 20 per cent of the whole.

(C) All in excess of 10 per cent when the business is between 20 and 30 per cent.

(D) All in excess of 9 per cent when the business is between 30 and 40 per cent.

(E) All in excess of 8 per cent when the business is between 40 and 50 per cent.

(F) All in excess of 7 per cent when the business is between 50 and 60 per cent.

(G) All in excess of 6 per cent when the business is over 60 per cent.

Mr. Harris thought that the big businesses and the country would not be satisfied with a 6 per cent return upon capital. He explained that he did not consider his proposition in the nature of a revenue-producing measure, for when human nature exerted itself under such a plan the result would be the division of big corporations doing a large percentage of the whole business of the country in their particular line into smaller corporations. There would be the incentive of larger percentage of

profits for handling a smaller percentage of the total business. This he maintained would restore competition.

Mr. Harris expressed himself as in favor of the licensing of corporations by the Federal Government. The corporations should be subject to the laws of the States and incorporated by them.

Answering questions by Senator Pomerene, Mr. Harris entered vigorous objections to the proposition advanced by Judge Gary, of the Steel Corporation, for permitting the Government to fix prices. He declared it to be abhorrent in principle and impracticable in operation. It simply meant State socialism.

### Rumored Big Brewery Combine

**T**HERE is a rumor in San Francisco which has got so far as to make an appearance in a daily paper, that there is now in process of formation a combination of the breweries of the Pacific Coast, from Seattle to Los Angeles, if the plans of three Eastern capitalists, who are said to be now in the city, are carried out. These gentlemen, according to the report, are Joseph D. Madigan, a prominent brewer of Newark, O.; Julius Eberhardt of Pittsburg, and John Ober of McKeesport, Pa. The plan is to have all breweries on the Pacific Coast come into the combine in order to purchase their raw materials cheaper. It is understood that one of the features of the organization is to lessen the number of saloons in the different cities of the Coast by refusing to help saloon-keepers who wish to enter the business and who apply to the breweries for financial aid. The report fails to give the name of any of the local brewers in connection with the story.

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## Correspondence

Reims, November 2, 1911.

Messrs. G. S. Nicholas & Co., New York.

Dear Sirs:—You will be glad to know that the champagne vintage of 1911 has been quite satisfactory so far as quality is concerned, owing to the splendid weather enjoyed during the entire summer and which prevailed during the vintage. Moreover, the picking took place with the greatest calm and without the slightest sign of riot or agitation.

In most of the better growths, unfortunately, the quantity proved very small and for this reason we were obliged to pay an enormous price.

Since 1906, as you know, all vintages have been both poor in quality and very small in quantity, the 1910 having been such a failure that it may be called the smallest for over a century. Hard as the situation was for our trade, it was harder still for the growers, and it was inevitable that if the 1911 vintage should turn out good and still not abundant, the price would be excessively high.

The sacrifice we have made in this way is not useless, for the money thus distributed in the vineyards will enable our growers, so terribly afflicted in recent years, to devote all their attention to the cultivation of their vines and their preservation for the future.

You will readily understand that under these circumstances, and considering the great sacrifices we have been willing to make to maintain our stock of high-class wines, we feel obliged to raise our price for Krug & Co. Private Cuvee from January 1912.

We sincerely regret being compelled to do this, but feel that the events mentioned above justify our decision. We remain, dear sir,

Yours very truly,

KRUG & CO.

Dear Sir:—We enclose copy of Messrs. Krug & Co.'s letter of November 2, 1911, addressed to us.

We join Messrs. Krug & Co. in expressing our regret that the circumstances referred to in their letter will make necessary an advance in prices.

On and after January 1, 1912, our prices for Krug & Co. Private Cuvee champagne ex San Francisco warehouse will be as follows:

Per case of 12 bottles .....\$36.00

Per case of 24 half bottles ..... 38.00

Per case of 6 Magnums ..... 35.00

Per case of 48 quarter bottles (packed in  
4 baskets of 12 bottles each) ..... 40.00

We remain, Very truly yours,

G. S. NICHOLAS & CO.

Ralph Knapp, former American representative for a syndicate of French wine merchants, recently returned to Los Angeles with a bride and a fortune of a quarter of a million, inherited from a deceased uncle. Mr. Knapp has been on the Pacific coast for thirty years and loves Southern California, where he intends to reside in the future, and his recent bequest will be added to the wealth of the state.

Although it cannot be denied that the oak wood of the casks to some extent affects the flavor and aroma of the Cognac kept therein, the refining of the spirit is due in no less degree to atmospheric action, through the pores of the cask, causing oxidation of various constituents of the wine distillate, and resulting in their conversion into other substances or in their partial separation.

## Trade Marks Sought to be Registered in the Patent Office

The following trade marks have been favorably acted on by the United States patent office and will be registered at the expiration of thirty days unless objected to. Any person who believes he would be damaged by the registration of a mark is allowed to oppose it within said time. Further information will be furnished on request to Edward S. Duvall Jr., patent and trade mark attorney, Loan & Trust Building, Washington, D. C.

Serial No. 58808. Word: Weno. Owner: Centerville Brewing Company, Cleveland, Wis. Used on beer. Claims use since August 15, 1911.

Serial No. 57381. Word: Cheolian. Owner: Golden Gate Company, Baltimore, Md. Used on a wine made from the Seupernong grape. Claims use since March 15, 1909.

Serial No. 57501. Word: Eschscholtzia. Owner: Golden West Brewing Company, Oakland, Cal. Used on beer. Claims use since June 24, 1911.

Serial No. 57755. Word: Prosit. Owner: Gottfried Brewing Company, Chicago, Ill. Used on lager beer. Claims use since 1893.

LATE in November Jewish rabbis visited the Eggers vineyard at Fresno to prepare wines for sacrificial and ceremonial purposes. To do this they perform with their own hands the work of laborers in the vineyard and at the wine presses, taking particular care that no hands but their own in any way come in contact with the fruit or the juice of the grape before it passes into the cask and is sealed as the uncontaminated wine. These wines will be used by the orthodox Hebrew congregations of the United States. These casks of wines are not opened except for the purposes for which they were manufactured and after once having broken the seal, all of the wine remaining in the cask is worthless in the Jewish rites of worship and observance of sacred commands, handed down for the several hundred generations that have existed since the children of Israel were released from bondage.

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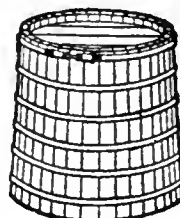
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California Wine Association.....  
.....180 Townsend St., San Francisco, Cal.

California Wineries and Distilleries .....  
Townsend and Fifth Sts., San Francisco, Cal.

Theo. Gier Co 575 Eighth St., Oakland, Cal.

Wetmore-Bowen .....  
.....42-44 Davis St., San Francisco, Cal.

Italian Vineyard Co.....  
.....1234 Palmetto St., Los Angeles, Cal.

Napa & Sonoma Wine Co.....  
.....110 10th St., San Francisco, Cal.

Sierra Madre Vintage Co.....La Manda, Cal.

Barton Vineyard Co., Ltd.....Fresno, Cal.

A. Finke's Widow .....  
....809 Montgomery St., San Francisco, Cal.

E. H. Lancel Co.....  
.....549 Washington St., San Francisco, Cal.

Alta Vista Wines Co.....  
.....112-114 Tenth St., San Francisco, Cal.

Paul Masson Champagne Co..... San Jose, Cal.

Lachman & Jacobi .....  
.....706 Sansome St., San Francisco, Cal.

French American Wine Co.....  
....1821-41 Harrison St., San Francisco, Cal.

Italian-Swiss Colony.....  
.....1235-67 Battery St., San Francisco, Cal.

Sacramento Valley Winery.....Sacramento, Cal.

Ciocca-Lombardi Wine Co.....San Francisco, Cal.

## BREWERS AND BREWERS' AGENTS.

John Wieland Brewery.....  
.....204 Second St., San Francisco, Cal.

Buffalo Brewing Co.....Sacramento, Cal.

Fred Krug Brewing Co.....Omaha, Nebraska

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

National Brewing Company .....  
.....762 Fulton St., San Francisco, Cal.

Thos. W. Collins & Co.....  
.....34-36 Davis St., San Francisco, Cal.

Albion Ale & Porter Brewery.....  
.....494 O'Farrell St., San Francisco, Cal.

Frank Fehr Brewing Co.; Louisville, Ky  
Jas. De Fremery & Co., Agents,  
.....519 Mission St., San Francisco, Cal.

Enterprise Brewing Co.....San Francisco, Cal.

Seattle Brewing & Malting Co.; Seattle, Wash.  
John Rapp & Son, Agents.  
..8th and Townsend Sts., San Francisco, Cal.

Sacramento Brewing Co.; Sacramento, Cal....

G. B. Robbins, Manager,  
..14th and Harrison Sts., San Francisco, Cal.

## WHOLESALE LIQUOR DEALERS.

A. P. Hotaling & Co.....  
.....429 Jackson St., San Francisco, Cal.

Siebe Bros. & Plagermann.....  
.....430-34 Battery St., San Francisco, Cal.

Rusconi, Fisher & Co.....  
.....326 Jackson St., San Francisco, Cal.

Jas. Gibb.....1844 Geary St., San Francisco, Cal.

Thos. W. Collins & Co.....  
.....34-36 Davis St., San Francisco, Cal.

Sherwood & Sherwood .....  
.....41-47 Beale St., San Francisco, Cal.

The Julius Levin Company .....  
.....987 Howard St., San Francisco, Cal.

Jesse Moore Hunt Co., .....  
Second and Howard Sts., San Francisco, Cal.

Cartan, McCarthy & Co.....  
..Battery and Com'l Sts., San Francisco, Cal.

William Wolff & Co.....  
.....52-58 Beale St., San Francisco, Cal.

Wichman, Lutgen & Co.....  
.....431-435 Clay St., San Francisco, Cal.

L. Taussig & Co.....  
.....200 Mission St., San Francisco, Cal.

George Delaporte .....  
.....820 Mission St., San Francisco, Cal.

## IMPORTERS.

Alex. D. Shaw & Co.....  
.....214 Front St., San Francisco, Cal.

Chapman & Wilberforce.....  
.....Kohl Bldg., San Francisco, Cal.

Chas. Meniecke & Co.....  
.....314 Sacramento St., San Francisco, Cal.

W. A. Taylor & Co.....29 Broadway, N. Y.

Thos. W. Collins & Co.....  
.....34-36 Davis St., San Francisco, Cal.

Sherwood & Sherwood .....  
.....43 Beale St., San Francisco, Cal.

Wm. Wolff & Co.....  
.....52-58 Beale St., San Francisco, Cal.

L. Gandolfi & Co.....  
.....427-31 W. Broadway, New York

American Mercantile Co.....  
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ton Station, Portland, Oregon.

Geo. Windeler; wine and water tanks. ....  
.....144-154 Berry St., San Francisco, Ca

Oscar Krenz, Copper and Brass Works.....  
.....212-214 Fremont St., San Francisco, Ca

Pacific Copper Works .....  
573 Mission St., San Francisco, Ca

Sanders & Co's. Copper Works.....  
..Beale and Howard Sts., San Francisco, Ca

## DISTILLERS.

Julius Kessler & Co....Hunter Bldg., Chicago, Ill

Wm. Lanahan & Son.....Baltimore, Maryland

Hiram Walker & Sons.....Walkerville, Canada

Western Grain & Sugar Products Co.....  
.....110 Sutter St., San Francisco, Ca

Kirby Distilling Co.....Fowler, Ca

Bernheim Distilling Co.....Louisville, Ky

Angelo Myers .....Philadelphia, Pa

## MISCELLANEOUS.

### INTERNAL REVENUE BROKERS.

F. E. Mayhew & Co.....  
.....510 Battery St., San Francisco, Ca

### WINE PRESSES, CRUSHERS, ETC.

A. Rossi & Co..322 Broadway, San Francisco, Ca

Toulouse & Delorieu Co.....  
.....405 Sixth St., San Francisco, Ca

BILLIARD AND POOL TABLES, BOX FIXTURE  
Brunswick-Balke-Collender Co.....  
.....767-771 Mission St., San Francisco, Ca

### WINE AND BREWERS' HOSE, ETC.

Goodyear Rubber Co.....  
.....589 Market St., San Francisco, Ca

Gorham-Revere Rubber Co.....  
.....50-60 Fremont St., San Francisco, Ca

## SURETIES.

U. S. Fidelity & Guaranty Co.....  
.....Nevada Bank Bldg., San Francisco, Ca

### WINE AND WATER PUMPS, ETC.

W. T. Garratt & Co.....  
.....299 Fremont St., San Francisco, Ca

## BOTTLE WRAPPERS, ETC.

Zellerbach Paper Co.....  
..Battery and Jackson Sts., San Francisco, Ca

## FILTERS.

Theo. Seitz Filters—H. A. Diehl, Agent.....  
.....430 "C" St., San Francisco, Ca

## BITTERS.

Lash Bitters Co.....  
.....1721 Mission St., San Francisco, Ca

L. Gandolfi & Co.....  
.....427-31 West Broadway, New York

## MINERAL WATER.

Aug. Lang & Co.....  
..18th and Alabama Sts., San Francisco, Ca

(SEE NEXT PAGE)

**Review Buyers' Directory, Continued****CIGARS.**

Boltz, Clymer & Co.....  
.....312 Clay St., San Francisco, Cal.

S. Bachman & Co.....  
Commercial & Front Sts., San Francisco, Cal.

**RETAILERS AND CAFES.**

The Yellowstone .....  
.....22 Montgomery St., San Francisco, Cal.

Thos. J. Walsh & Co.....  
.....346 Pine St., San Francisco, Cal.

Jas. P. Dunne..1 Stockton St., San Francisco, Cal.

Chronicle Bar....6 Kearny St., San Francisco, Cal.

The Waldorf...648 Market St., San Francisco, Cal.

"Jellison's".....10 Third St., San Francisco, Cal.

Lake County House.....Middletown, Cal.

Matt Grimm's .....  
.....130 Lidesdorf St., San Francisco, Cal.

Bank Exchange .....  
Mont'y and Wash'ton Sts., San Francisco, Cal.

"The Cabin" .....  
.....105 Montgomery St., San Francisco, Cal.

Market Cafe..540 Merchant St., San Francisco, Cal.

James Raggi .....  
.....624 Montgomery St., San Francisco, Cal.

The Cutter ...709 Market St., San Francisco, Cal.

The Hoffman Cafe Co.....  
.....27 Second St., San Francisco, Cal.

W. F. Roeder's Cafe.....  
.....834 Market St., San Francisco, Cal.

Original Coppa's Restaurant .....  
453 Pine St., San Francisco, Cal.

"Escalles".....Escalle, Marin Co., Cal.

Ferry Creamery..34 Market St., San Francisco, Cal.

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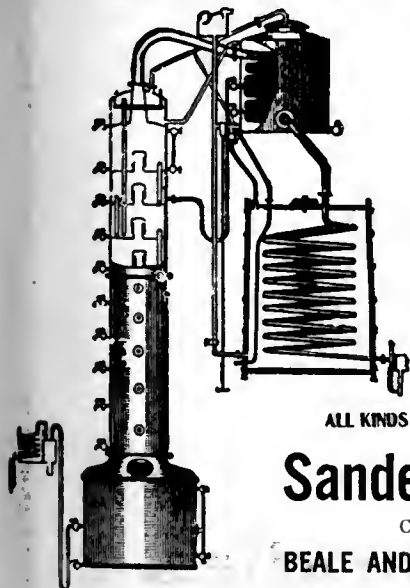
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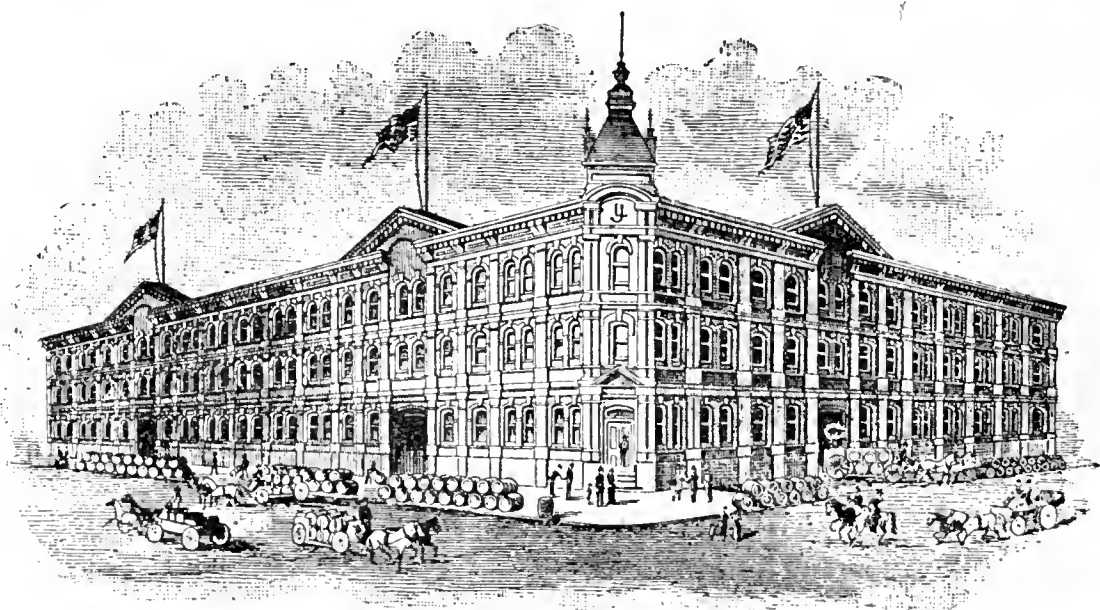
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346 North Main St.

Phones:  
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A WHOLESALER'S AND RETAILER'S MEDIUM

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ESTABLISHED 1878

VOL. XLIV.

SAN FRANCISCO AND LOS ANGELES, JANUARY 31, 1912

No. 3



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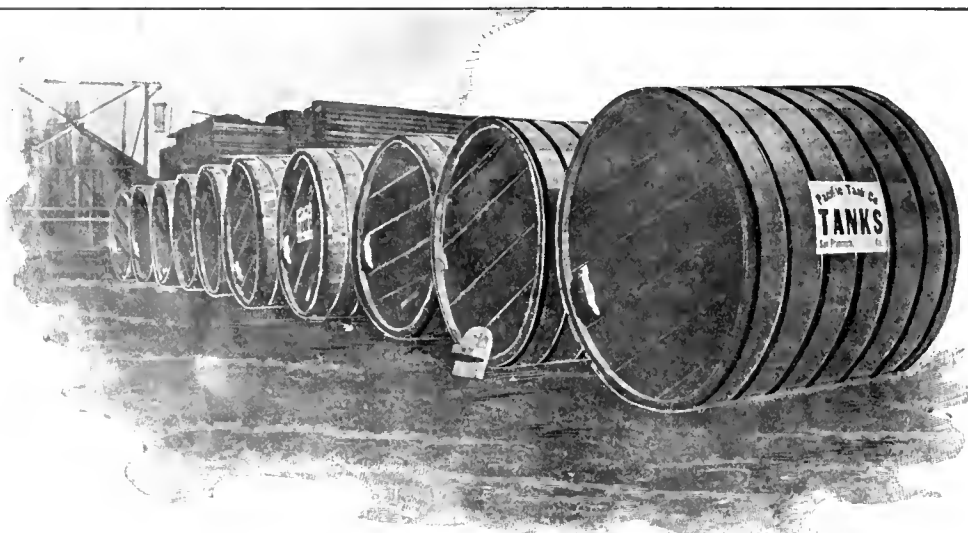
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“The Pride of  
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Extra Dry, Sparkling Burgundy  
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The Best Sparkling Wines Produced in America

**PAUL MASSON CHAMPAGNE COMPANY**  
SAN JOSE, CALIFORNIA

THE NEW BIG WINERY IN SACRAMENTO  
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SACRAMENTO, CALIFORNIA

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## Wholesale Wine and Liquor Merchants

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OUR SPECIALTY

From our Vineyards at  
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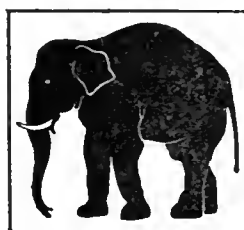
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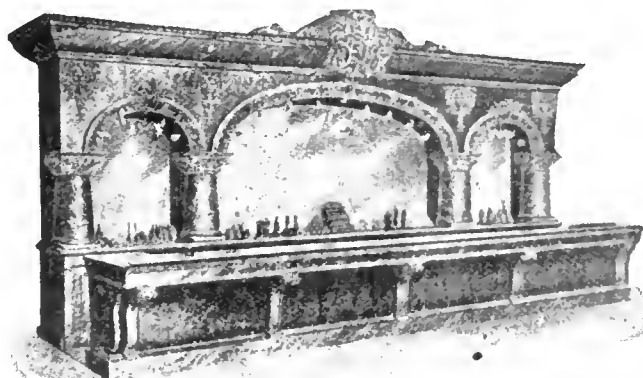
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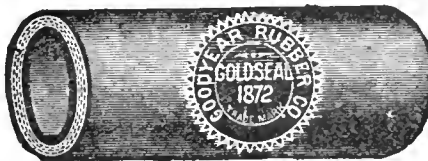
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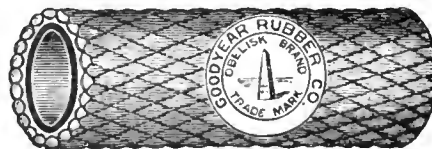
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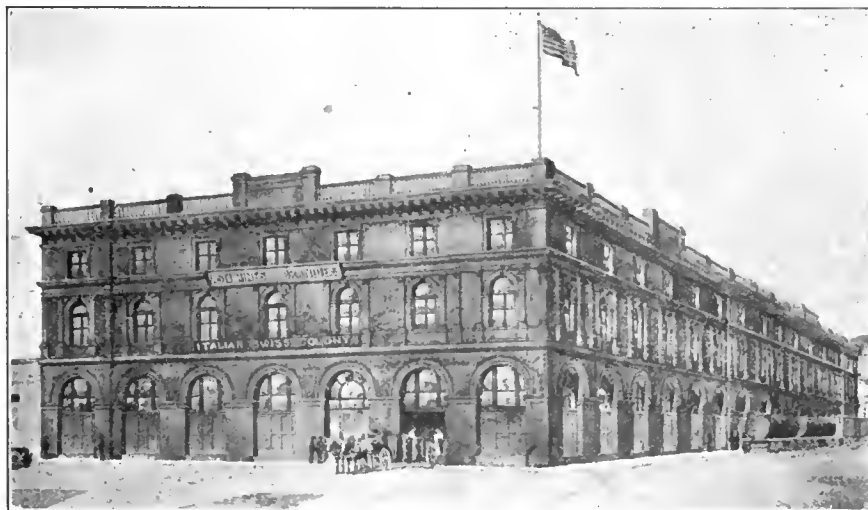
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SILVER MEDAL, BORDEAUX, FRANCE, 1895  
GOLD MEDAL, Turin, 1898  
GRAND PRIX, TURIN INTERNATIONAL EXPOSITION, 1911

GOLD MEDAL, PAN-AMERICAN EXPOSITION, 1901  
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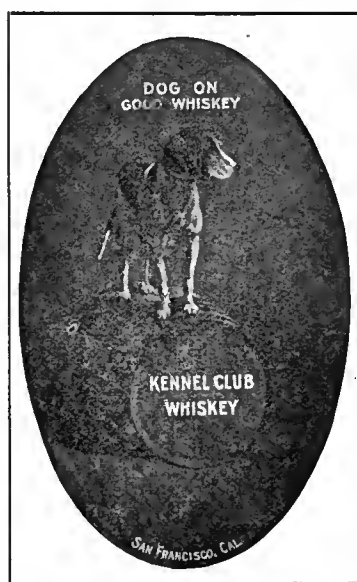
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SAN FRANCISCO, CAL.



# WINE EXPORTS FOR 1911 MAKE FINE SHOWING

THE accompanying figures showing the exports of California wines by sea during the calendar year 1911, will be not only pleasant but interesting reading to our wine growers and distributors. Notwithstanding the large area of so-called Prohibition territory the demand for California wines during the past year increased nearly one-half and have more than doubled in volume and value as compared with the wine export trade of 1909, while there is a growing demand in European countries.

The movements of wine by sea totaled 11,535 cases, and 15,125,375 gallons, valued at \$4,910,138. The figures for 1910 were 6,521 cases, and 9,866,539 gallons, valued at \$3,162,600. The other comparative figures for 1909 will be found herewith. By comparison of the figures it will be seen that New York, which is the greatest distributing center, took 5,393 cases, and 11,998,248 gallons, valued at \$3,776,137. In the preceding year these figures were 1,219 cases, and 8,421,288 gallons, valued at \$2,575,592. This indicates a comparative gain of \$1,200,000 in the value of the products shipped to New York by sea during the year of 1911. Other points showing striking gains are Central America, with a gallonage of 289,959, valued at \$101,514. The figures for 1910 were 128,846 gallons, valued at \$49,787. Germany took 236,788 gallons, valued at \$72,042, against 113,601 gallons valued at \$32,814 in 1910. Exports to Hawaii were materially increased, the figures being 2,064 cases, and 876,876 gallons, valued at \$368,821. Exports to Japan jumped from 73,606 gallons in 1910 to 217,246 gallons, valued at \$65,001. A similar great increase in demand is shown in the New Orleans market, which in 1911 took 630,548 gallons by sea, valued at \$182,911, as against 59,879 gallons valued at \$39,950 in 1910. Under the heading of "Other Eastern States," the figures increased from 42,332 gallons valued at \$11,663 in 1910, to 494,358 gallons valued at \$190,319 in 1911. Little old Holland took 18,900 gallons last year, as against 2,600 in 1910.

There are other significant increases to be found in the export tables, and taken as a whole they will certainly prove interesting reading and of great value and encouragement to all concerned in the California wine industry.

Reports from individual houses, which will be found elsewhere in this number, are all highly encouraging and show a fine advance in the development of the industry and trade. Throughout the United States, since the Pure Food Law has gone into active operation and the consumer is able to get honest California wines under their own label, the demand has grown steadily, so much so that it is the judgment of experts that our 1911 vintage of some 27,000,000 gallons is no more than is needed.

In the sweet wine branch of the industry things are not as they should be, in the matter of prices, with an output of over 23,000,000 gallons during the calendar year of 1911. When the warring factions in this branch of the business get on a working basis that will "stay put," there seems to be no reason why the sweet wine men should not prosper as well as the sellers of dry wines, for where there is a demand for dry wines there is certainly more or less consumption of sweets.

What will probably prove to be the most momentous occurrence affecting the domestic wine industry in many years, was the decision of the United States Supreme Court at Washington, declaring beer to be "a commodity" and making it imperative for railroads to deliver it from one State into the dry parts of another State without reference to State, county or other local laws or regulations. As wine is also a commodity, California wines can now be shipped to any dry territory under these rulings without any evasion of the statute or violation thereof. Further facts regarding this decision will be found elsewhere in these columns.

Among other exports by sea that show a material increase are brandy, which nearly doubled in volume, and miscellaneous wines and liquors, the value of which increased from \$132,194 in 1910 to \$182,746 in 1911.

In the matter of imports by sea the best gain is made in champagnes with 15,666 cases. Gin showed a good gain, as did also receipts of Puget Sound beers, in transit to Pacific Coast points. The great falling off of imports by rail in bond, are only apparent, these goods now coming by sea either direct or by Tehuantepec. Whisky exports held their own in value but not in volume. The evenness of this business will be noticed by referring to the comparative figures of 1910 and 1911. The remainder of the figures are well worthy of studying and are given herewith:

## EXPORTS.

### WINE.

Year ending December 31, 1911. (With comparative figures.)			
Destination.	Cases.	Gallons.	Value.
To Alaska .....	778	3,873	\$5,686
" British Columbia....	709	43,326	18,928
" Central America....	899	289,959	101,514
" China .....	165	24,053	10,279
" Hawaiian Islands....	2,064	876,876	368,821
" Japan .....	102	217,246	65,011
" Mexico .....	318	49,287	19,166
" Philippine Islands ..	445	16,333	7,089
" Society Islands .....	69	61,938	26,968
" South America .....	2	1,683	938
" Samoan Islands .....	5	28,022	7,197
" England .....	4	55,883	19,477
" Germany .....	82	236,788	72,042
" Switzerland .....	...	11,776	4,205
" France .....	...	38,674	14,833
" Belgium .....	...	8,750	2,820
" Holland .....	...	18,900	7,480
" Italy .....	...	119	37
" Sweden .....	...	34	27
" Bohemia Prague .....	...	52	68
" Straits Settlements..	30	220	271
" Siberia .....	125	1,146	1,339
" British East Indies..	1	2,073	713
" Dutch East Indies....	12	2,106	1,452
" Korea .....	6	265	168
" British India .....	5	35	145
" Australia .....	55	1,103	659
" Fanning Islands .....	1	163	81
" Cooks Islands .....	...	28	25
" French Oceania .....	...	3,368	947
" West Indies .....	16	8,137	2,485
" New Orleans .....	...	630,548	182,911
" New York .....	5,393	11,998,248	3,776,137
" Other Eastern States	244	494,358	190,319
Total .....	11,535	15,125,375	\$4,910,138

## Year ending December 31, 1910.

### (With comparative figures.)

Destination.	Cases.	Gallons.	Value.
To Alaska .....	581	22,911	\$12,850
" British Columbia....	932	35,999	17,647
" Central America....	553	128,846	49,787
" China .....	47	2,441	1,455
" Hawaiian Islands....	1,736	784,744	326,616
" Japan .....	42	73,606	20,980
" Mexico .....	349	53,208	19,541
" New York .....	1,219	8,421,288	2,575,592
" Philippine Islands ..	660	21,102	9,442
" South America .....	149	28,582	13,080
" Samoan Islands .....	2	1,105	655
" Society Islands .....	1	12,147	3,632
" France .....	...	104	90
" Germany .....	...	113,601	32,814
" England .....	22	50,146	19,883
" Australia .....	...	207	143
" Siberia .....	...	2,112	917
" Holland .....	...	2,600	850
" Switzerland .....	...	5,100	1,887
" New Orleans .....	...	59,879	39,950
" Straits Settlement ..	10	500	295
" Dutch East Indies..	2	2,736	2,392
" Korea .....	...	583	244
" British Oceania .....	1	...	6
" French Oceania .....	...	635	192
" Cooks Islands .....	...	25	15
" Other Eastern States	235	42,332	11,663
Totals .....	6,521	9,866,539	\$3,162,600

### (By Sea)

## Year ending December 31, 1909.

Destination.	Cases.	Gallons.	Value.
To Alaska .....	1,382	15,991	\$17,406
" British Columbia....	477	30,396	13,052
" Central America....	477	119,040	48,946
" China .....	22	5,879	3,087
" Hawaiian Islands....	1,673	929,709	357,865

" Japan .....	105	36,032	12,716
" New York .....	2,825	6,132,885	1,859,442
" Mexico .....	289	46,564	20,201
" Philippine Islands ..	226	11,829	4,618
" South America .....	310	24,207	13,666
" Society Islands .....	10	15,207	5,702
" Samoan Islands .....	3	1,994	862
" France .....	...	...	12
" Germany .....	5	10,603	3,464
" Holland .....	18	2,322	920
" Australia .....	...	102	46
" Scotland .....	156	...	889
" England .....	...	53,536	18,677
" Korea .....	3	356	186
" British India .....	160	...	889
" East Indies .....	...	2,412	1,870
" Dutch East Indies..	...	330	249
" Straits Settlements..	...	900	445
Totals .....	8,143	7,440,294	\$2,386,111

## BRANDY.

### (By Sea)

## Year ending December 31, 1911.

Destination.	Cases.	Gallons.	Value.
To Alaska .....	49	803	\$2,483
" British Columbia....	15	130	261
" Central America....	3	316	339
" China .....	...	50	28
" Hawaiian Islands....	309	12,164	20,033
" Mexico .....	49	...	576
" Philippine Islands....	46	1,148	1,466
" South America .....	5	...	84
" England .....	...	11,230	6,583
" Siberia .....	1	...	15
" New Orleans .....	...	27	27
" New York .....	156	22,466	27,581
" Other Eastern States	...	1,009	1,887
Totals .....	633	49,343	\$61,351

(By Sea)

Year ending December 31, 1910.

Destination.	Cases.	Gallons.	Value.
To Alaska	217	2,112	\$7,814
" British Columbia	138	138	120
" Central America	165	230	230
" Hawaiian Islands	169	3,683	6,563
" Japan	1	45	52
" Mexico	51	150	686
" New York	15	16,287	14,595
" Philippine Islands	64	126	620
" South America	156	100	100
" Germany	1,092	617	617
" Guam	50	300	300
" Boston	50	50	49
Totals	567	24,004	\$31,746

(By Sea)

Year ending December 31, 1909.

Destination.	Cases.	Gallons.	Value.
To Alaska	286	1,312	\$7,353
" British Columbia	36	257	550
" Central America	1	228	526
" China	1	7	7
" Hawaiian Islands	570	2,068	11,023
" Mexico	38	160	645
" New York	5	32,013	33,565
" Philippine Islands	1	106	137
Totals	938	36,144	\$53,805

## WHISKY.

(By Sea)

Year ending December 31, 1911.

Destination.	Cases.	Gallons.	Value.
To Alaska	2,041	7,747	\$49,393
" British Columbia	52	598	598
" Central America	1,139	1,379	8,804
" China	54	579	579
" Hawaiian Islands	3,527	19,710	96,214
" Japan	118	707	707
" Mexico	231	778	2,317
" Philippine Islands	2,565	3,828	21,886
" South America	17	80	200
" Samoan Islands	5	20	20
" Society Islands	1	34	34
" Dutch East Indies	1	10	10
" Australia	3	424	430
" New York	940	456	12,380
" Cambridgeport, Mass.	5	5	5
Totals	10,694	34,407	\$194,577

(By Sea)

Year ending December 31, 1910.

Destination.	Cases.	Gallons.	Value.
To Alaska	1,007	21,703	\$56,474
" British Columbia	7	904	2,141
" Central America	996	2,464	10,812
" China	3	140	167
" Hawaiian Islands	3,202	19,716	74,970
" Japan	92	566	1,242
" Mexico	850	429	5,105
" New York	1,197	1,407	18,691
" Philippine Islands	3,560	6,116	24,542
" South America	18	227	440
" Society Islands	1	28	28
" Siberia	7	52	52
" England	170	250	250
Totals	10,940	53,842	\$194,914

(By Sea)

Year ending December 31, 1909.

Destination.	Cases.	Gallons.	Value.
To Alaska	1,191	26,927	\$81,910
" British Columbia	61	441	1,395
" Central America	1,306	1,280	12,740
" China	42	219	219
" Hawaiian Islands	2,885	19,446	67,157
" Japan	300	120	6,684
" Mexico	1,001	1,267	7,477
" Philippine Islands	4,521	8,738	33,368
" South America	22	5	138
" Society Islands	5	25	25
" Samoan Islands	5	30	30
" Chemulpo	20	120	120
Totals	11,317	58,266	\$211,263

## BEER.

(By Sea)

Year ending December 31, 1911.

Destination.	Pkgs.	Value.
To Alaska	2,311	\$22,586
" British Columbia	2	21
" Central America	470	3,088
" China	446	2,952
" Hawaiian Islands	3,152	26,972
" Japan	100	850
" Philippine Islands	162	1,556
" South America	577	1,926
" Samoan Islands	25	167
" Society Islands	254	1,904
" Korea	97	750
" Fanning Islands	15	122
" Siberia	2	27
" New York	340	863
Totals	7,953	\$63,784

(By Sea)

Year ending December 31, 1910.

Destination.	Pkgs.	Value.
To Alaska	1,884	\$15,458
" Central America	638	5,464
" China	3	85
" Hawaiian Islands	2,327	21,416
" Japan	72	545
" Mexico	2	28
" South America	214	1,182
" Society Islands	156	1,382
" New Zealand	5	40
" Australia	1	7
" Siberia	3	85
" India	2	6
" British Oceania	13	96
" French Oceania	4	52
Totals	5,379	\$45,846

(By Sea)

Year ending December 31, 1909.

Destination.	Pkgs.	Value.
To Alaska	1,272	\$16,644
" Central America	134	1,647
" China	242	3,137
" Hawaiian Islands	5,658	33,910
" Japan	125	1,497
" Mexico	14	189
" South America	55	253
" Samoan Islands	7	92
" Society Islands	106	926
" Australia	5	47
" Chemulpo	159	948
" Java	1	13
Totals	7,787	\$59,303

## EXPORT

## MISCELLANEOUS WINES AND LIQUORS.

(By sea.)

Year ending December 31, 1911.

Destination.	Cases.	Pkgs. Bulk.	Gallons.
To Alaska	1,085	66	6
" British Columbia	368	12	75
" Central America	272	23	5
" China	270	5	984
" Hawaiian Islands	4,567	200	5
" Japan	97	7	10
" Mexico	600	4	138
" Philippine Islands	2,403	138	10
" Samoan Islands	44	7	7
" Society Islands	7	7	7
" South America	14	7	7
" Tintulla	3	3	7
" Korea	7	7	7
" British India	8	7	7
" Germany	262	7	7
" Australia	10	7	7
" West Indies	75	7	7
" New York	5,154	1,417	10
" Other Eastern States	776	12	10
Totals	16,122	1,898	1,090
Value			\$182,746

(By sea.)

Year ending December 31, 1910.

Destination.	Cases.	Pkgs. Bulk.	Gallons.
To Alaska	1,686	207	202
" British Columbia	591	18	70
" Central America	415	5	96
" China	261	5	181
" Hawaiian Islands	5,288	269	17
" Japan	95	17	28
" Mexico	577	28	8
" New York	956	71	51
" Philippine Islands	2,554	98	1
" South America	3	1	3
" Society Islands	28	3	106
" Samoan Islands	3	4	215
" Germany	106	16	10
" Australia	66	10	61
" Siberia	215	10	10
" London	16	6	10
" Cuba	10	6	10
" British Oceania	10	6	10
" Korea	61	6	6
" Straits Settlement	6	6	6
Totals	13,052	701	536
Value			\$132,194

(By sea.)

Year ending December 31, 1909.

Destination.	Cases.	Pkgs. Bulk.	Gallons.
To Alaska	1,921	211	68
" British Columbia	625	6	10
" Central America	120	6	66
" China	149	392	453
" Hawaiian Islands	7,396	15	46
" Japan	219	13	6
" Mexico	567	6	10
" New York	10,656	3	11
" Philippine Islands	1,869	11	5
" South America	147	2	2
" Society Islands	27	2	2
" Samoan Islands	27	2	2
" Australia	29	2	2
" London	2	2	2
" India	1	2	2
" Chemulpo	10	2	2
" East Indies	3	2	2
" Bangkok	10	2	2
Totals	23,764	683	653
Value			\$157,647

## MISCELLANEOUS EXPORTS ITEMIZED.

(By sea.)

Year ending December 31, 1911.

Articles.	Cases.	Pkgs. Bulk.	Gallons.
Alcohol	180	46	1,070
Ale	72	2	2
Amer Picon	15	8	8
Bitters	712	2	2
Blackberry Brandy	2	2	2
Blackberry Cordial	2	2	2
Chinese Spirits	3	2	2
Crema de Menthe	271	18	57
China Wine	18	4	4
Cocktails	57	721	19
Curacao	4	19	1
Champagne	721	1	1
Coca Cola	2	1	1
Cherry Brandy	2	1	1
Cognac	21	9	10
Cordials	403	17	17
Cider	398	1,131	2
Cherries in Maraschino	5,097	21	2
Fruit Juice	2	198	70
Ginger Wine	2	16	5
Ginger Ale	198	55	118
Grenadine	16	2,361	308
Ginger Garrie	5	29	25
Ginger Brandy	55	40	479
Gin	1,327	2,773	8
Grape Juice	2,361	50	11
Kummel	29	1	1
Japanese Spirits	25	2	2
Lime Juice	40	58	26
Liquors	479	16	15
Mineral Water	2,773	62	2
Malt Extract	50	10	1
Porter	11	16	16
Prune Juice	1	4	4
Pousse Cafe	2	58	26
Rock and Rye	58	16	15
Rum	26	62	2
Spirits	16	10	1
Syrups	62	16	16
Stout	10	4	4
Soda Water	16	460	108
Tamarindo	4		
Vermouth	460		

(By sea.)

Year ending December 31, 1910.

Articles.	Cases.	Pkgs. Bulk.	Gallons.
Amer Picon	10	14	168
Absinthe	14	72	1
Alcohol	524	3	2
Apricot Cordial	3	2	2
Anisette	2	434	3
Bitters	434	65	2
Benedictine	3	2	2
Blackberry Brandy	65	2	200
Blackberry Cordial	2	846	1
Cherries in Maraschino	846	1	37
Coca Cola	1	27	2
Chartreuse	1	32	3
China Wine	27	413	7
Cognac	32	79	2
Caromel	3	589	60
Cordial	413	181	23
Crema de Menthe	79	17	17
Champagne	589	99	50
Cocktails	60	2,123	163
Cider	181	1,403	14
Curacao	17	10	103
Fruit Juice	99	47	47
Ginger Brandy	50	3	3
Gin	2,123	139	51
Grape Juice	1,403	6	6
Grenadine	10	41	1
Ginger Ale	211	7	7
Kummel	47	53	2
Liqueurs	3	4	4
Liquors	1,821	97	6
Mineral Water	2,690	153	6
Prune Juice	1	28	28
Rum	41	118	71
Rock and Rye	53	8	8
Soda Water	4	790	32
Syrup	97		
Stout, Ale and Porter	153		
Sake	28		
Spirits	118		
Tamarindo	8		
Vermouth	790		
Totals	13,052	701	536

(By sea.)

Year ending December 31, 1909.

Articles.	Cases.	Pkgs. Bulk.	Gallons.
Absinthe	32	52	274
Alcohol	983	1	1
Anisette	2	1	1
Apricot Brandy	51	2	40
Amer Picon	15	2	2
Ale, Porter and Stout	220	2	2
Bitters	280	34	2
Blackberry Brandy	22	2	2
Benedictine	34	2	2
Chartreuse	2	55	2
Cassia	55	48	2
Curacao	48	56	2
Cocktails	56	87	1
China Wine	87	751	1
Champagne	751	22	3
Coca Cola	22	291	9
Cordials	291	217	1
Crema de Menthe	217	160	47
Cider	160	55	3
Cognac	55	3	28
Caromel	3	5	5
Cherries in Maraschino	240	31	31
Fernet	31	22	1
Fruit Juice	22	956	96
Ginger Ale	956	11,769	
Grape Juice	11,769		

Gln	2,992	141	144
Grenadine	16		
Kummel	98		
Kirsch	5		
Liqueurs	1,252		
Liqueurs	168		
Mineral Water	1,984		
Rum	39	92	
Rock and Rye	80		
Spirits	65	201	167
Sake	10		
Syrups	48	6	
Tamarindo	3		
Vermouth	600	10	
Totals	23,764	693	653

## IMPORTS.

(By sea.)

Year ending December 31, 1911.  
(With comparative figures.)

## ALE, PORTER AND STOUT.

	Cases.	Bbls.	Csks.
In 1911	2,326	5,510	
" 1910	3,191	5,140	15
" 1909**	1,426	5,538	59

## ABSINTHE.

	Cases.
In 1911	4,006
" 1910	628
" 1909**	4,776

## BRANDY.

	Cases.	Bbls.	Csks.	Octs.	Hhds.	Ovals.
In 1911	6,869	72	1	70	60	1
" 1910	3,610	25		123	40	
" 1909**	20,655	45	1	18	49	5

## CHAMPAGNE.

	Cases.	Crates.	Bskts.
In 1911	15,666		10
" 1910	6,772	6	1
" 1909**	16,049	300	30

## BEER.

	Cases.	Bbls.	Bbls.	Bbls.	Kgs.	Hhd.	Csks.	Pkgs.
In 1911	6,237	2,093					106	
1911	716	14,528	9,586	9,979	3	16,666	567	
1910**	2,389	22,690	6,480	6,832	269	8,619	1,465	*1,314
1909**	10,657	22,024	4,822	5,733	103	7,032	473	

† Foreign Beers.  
‡ Domestic Beers.  
\* Size of packages not given.  
\*\* Includes Foreign and Domestic Beers.

## BITTERS.

	Cases.	Csks.
In 1911	5,183	3
" 1910	15,151	
" 1909**	7,281	50

## GIN.

	Cases.	Bbls.	Bbls.	Csks.	Octs.	Kgs.	Hds.	Pps.
In 1911	45,050	430		206	40	24		
" 1910	42,834	213	25	849	149			21
" 1909**	50,378	168	6	102	77			10

## LIQUORS.

	Cases.	Bbls.	Bbls.	Csks.	Octs.	Kgs.	Cts.
In 1911	6,901	13		28		1	1
" 1910	8,512	1		2		1	2
" 1909**	10,415	2	3	2	1	10	298

## MINERAL WATER.

	Cases.	Bbls.	Csks.	Chys.
In 1911	17,583	80	557	
" 1910	18,607	41	243	
" 1909**	16,111	276	315	2

## WINE.

	Cases.	Bbls.	Csks.	Octs.	Kgs.	Hhds.	Pps.	Bts.
In 1911	13,685	220	330	2	93	2	13	7
1910	17,861	381	724	8	1,448	14	17	4
1909**	18,742	402	1,059	41	487	105	46	53

## WHISKY.

	Cases.	Bbls.	Csks.	Octs.	Hhds.	Drms.
In 1911	48,691	3,496		452	9	224
1910	52,682	786	1	118	5	166
1909**	43,337	4,003	16	138	1	97

## VERMOUTH.

	Cases.	Bbls.	Csks.	Octs.
In 1911	28,429	14	47	12
" 1910	63,383	8		
" 1909**	50,207		15	

\*\*Includes Goods in Transit.

## MISCELLANEOUS IMPORTS.

(By sea.)

Year ending December 31, 1911.

Articles.	Cases.	Pkgs.
Alcohol		34
Amer Picon	3,225	
Aquavit	75	
Byrrh	50	
Benedictine	930	
Cognac	425	30
Crepe de Menthe	8	
Cordials	304	2
Cider	120	

Fernet	650
Fruit Juice	53
Ginger Ale	102
Mineral Water	2,128
Grape Juice	2,368
Kirsch	221
Kummel	430
Lime Juice	388
Punch	261
Rum	132
Root Beer	1,291
Spirits	364
Soda Water	60
Sherry	1
Sake	3,479

(By sea.)

Year ending December 31, 1910.

Articles.	Cases.
Amer Picon	1,450
Aquavit	375
Alcohol	10
Byrrh	25
Benedictine	255
Cognac	102
Chartreuse	70
Cider	56
Cordials	1,096
Fernet	8,750
Fruit Juice	150
Grape Juice	162
Ginger Ale	231
Kirsch	20
Kummel	1,015
Lime Juice	170
Mastic	170
Punch	123
Rum	175
Root Beer	1,779
Sake	2,732
Soda Water	200
Sherry	89

(By sea.)

Year ending December 31, 1909.

Articles.**	Cases.
Amer Picon	4,200
Aquavit	570
Arrac	
Baryte	
Byrrh	224
Benedictine	1,307
Cognac	4,403
Cider	265
Curacao	2
Crepe de Menthe	10
Cassia	200
Cordials	4,940
Coco Cola	268
Fernet	7,478
Fruit Juice	148
Ginger Ale	27
Gentiane	30
Grape Juice	578
Kummel	1,449
Kirsch	165
Punch	130
Sake	1,278
Spirits	2,484
Rum	165
Vodka	6

\*\* Includes Wines and Liqueurs in transit.

Spirits	57
Cider	25
Benedictine	140
Punch	80
Soda Water	30
Gln	13,157
Beer	5,204
Ginger Ale	100
Champagne	816
Bitters	204
Vermouth	4,375
Cordials	232
Lime Juice	1,141
Fernet	25
Absinthe	75
Rum	318
Liquors	2,491
Brandy	1,980

## IMPORTS BY RAIL IN HOND.

Year ending December 31, 1911.

Articles.	Cases.	Bbls.	Csks.	Hhds.	Octs.	Bskts.
Ale	1					
Brandy	28				5	
Beer	3					
Benedictine	2					
Champagne	2,810					155
Cognac	110					
Gln	31					
Liquors	105					
Lime Juice	40					
Mineral Water	1					
Wine	405	5	2			
Whisky	716		1	2		
Vermouth	1					

Year ending December 31, 1910.

Articles.	Cases.	Bbls.	Csks.	Octs.	Kegs.	Bskts.
Wine	1,085	1	29		2	
Brandy	302		8	5		
Champagne	8,924					15
Whisky	304					
Cognac	25					
Vermouth			5			
Gln	45			5		
Liquors	11					
Mineral Water	420					
Cordials	3					

Year ending December 31, 1909.

Articles.	Cases.	Bbls.	Csks.	Octs.	Hhds.
Aquavit	15				
Arrac	25				
Absinthe	200				
Beer	1				
Brandy	996	2	12	8	
Champagne	9,324				
Cognac	40				
Cordials	8				
Cider	61				
Fruit Juice	50				
Gln	152				
Liquors	908	1			
Mastic	32				
Mineral Water	74				
Stout	15				
Whisky	879	50	6		5
Wine	3,193	6	136	8	13

PUGET SOUND BEER IN TRANSIT TO  
PACIFIC COAST POINTS.

(By sea.)

Year ending December 31, 1911.

To	Cs.	Hhds.	Bbls.	Bbls.	Bbls.	Csks.	Pkgs.	3ds	6s
Oakland..	1,438		1,211	1,080	1,131		78		21
Alameda..	1,519		818	1,000	1,505				
San Jose..	250		254	419	355		5		10
Nevada..	5		75	415	45		650		
Bakersfld..	217		287	376	75		130		
Los Ang..			370	28			16		
Fresno..	330		550	585	160		20		
S. Clara..			395	70	146				19
Hanford..	150		95	310					
S. Pedro..	50			20	50				
Los Vegas..	3			160	150		20		
Vallejo..			302	95	20				
Stockton..			80	70	20		160		
S. Berdno..			146	40					
Lancaster..			8						
S. Barbara..	2								
S. Mateo..							9		
Berkeley..			2						
Total	10,3954		4,593	4,668	3,651		850	238	10 31

(By sea.)

Year ending December 31, 1910.

To	Cs.	Hhds.	Bbls.	Bbls.	Bbls.	Csks.	Pkgs.	3ds	6s
Oakland..	705		3,598	640	344		376	287	
Fresno..	10		2,626	166	92		20		
Alameda..	280		1,591	644	705		322		
Nevada..	2		42	2,504	240		2,007	1,300	835
Bakersfld..	58		857	468	140				
Los Angeles..			1,107	20			2		1
San Jose..	105		1,769	110	200			294	
S. Clara..	62		804	67	85		80		
Stockton..	49		905	85	80				
Vallejo..			485	64			70	60	
Hanford..			474	425					
S. Berdno..			204				8	337	
Pasadena..			1						
S. Mateo..							3		
Hololulu..			400					25	
Total	2,1311		17,325	2,929	1,853		2,181	1,814	25 3

## Production of Sweet Wines

From January 1, 1911, to January 1, 1912

	1st District	4th District	6th District	Total
Port .....	6,240,688.01	1,483,497.79	1,789,986.06	9,514,171.86
Sherry .....	5,998,696.20	1,073,931.97	1,308,206.76	8,380,834.93
Angelica .....	1,665,796.98	269,610.14	673,811.55	2,609,218.67
Muscat .....	1,671,908.10	127,666.68	447,645.02	2,247,219.80
Malaga .....	276,494.56	.....	50,677.93	327,172.49
Tokay .....	69,673.51	4,257.08	7,714.53	81,645.12
Madeira .....	119,781.61	.....	.....	119,781.61
Total Production, 1911 .....	16,043,038.97	2,958,963.66	4,278,041.85	23,280,044.48

## Brandy Production

From January 1, 1911, to January 1, 1912

	1st District	4th District	6th District	Total
Produced and Bonded .....	1,285,978.0	144,399.0	93,619.5	1,523,996.5
Used in Fortification of Sweet Wines ..	4,215,804.6	772,403.7	1,112,313.0	6,100,521.3
Total Production, 1911 .....	5,501,782.6	916,802.7	1,205,932.5	7,624,517.8

### PRODUCTION OF DRY WINES BY YEARS.

	Gallons.
1900 .....	13,762,953
1901 .....	13,698,645
1902 .....	27,000,000
1903 .....	21,900,000
1904 .....	15,590,000
1905 .....	19,500,000
1906 .....	24,500,000
1907 .....	26,000,000
1908 .....	22,500,000
1909 .....	23,000,000
1910 .....	27,500,000
1911 .....	27,200,000

### WINE RECEIPTS FROM INTERIOR CELLARS, 1911.

January .....	1,505,350
February .....	1,224,400
March .....	1,542,500
April .....	1,798,200
May .....	1,420,450
June .....	1,175,250
July .....	952,800
August .....	1,519,900
September .....	1,467,900
October .....	1,430,500
November .....	1,287,600
December .....	1,270,600

Grand total .....	16,595,450
In 1910 .....	14,340,325

### BRANDY RECEIPTS FROM DISTILLERY AND WAREHOUSE, 1911.

January .....	49,300
February .....	24,000
March .....	12,050
April .....	6,500
May .....	6,525
June .....	6,450
July .....	1,550
August .....	3,400
September .....	4,700
October .....	21,450
November .....	131,950
December .....	87,350
Grand total .....	355,225
In 1910 .....	500,710

Mississippi.—The Legislature having, by Acts 1908, cc. 113, 114, 115, revised the law relating to the sale of intoxicating liquor, and for the first time enacted a State-wide prohibition law, and by express provision in each of such chapters repealed all laws or parts of laws in conflict therewith, and having, by Chapter 115, amended Code 1906, Section 1793, so as to omit therefrom the saving clause as to local acts, it was clearly not its intention to continue local acts in force; but, on the contrary, it was intended that the whole State should be governed by the same law as to the sale of intoxicating liquor; and hence Act Feb. 12, 1884 (Laws 1884, c. 182), as far as it deals with the sale of the liquor in the city of Corinth and within five miles of the court house of Alcorn county, was repealed by the Acts of 1908 with which it conflicts in prohibiting altogether the sale of alcohol by druggists and the sale of wine for sacramental purposes permitted by the Acts of 1908 under certain restrictions, and in providing a materially different punishment in degree.—Hughes v. State, 52 So. 631.



## Introduction of True Champagne in California

FOR the first time the PACIFIC WINE AND SPIRIT REVIEW is enabled to present its readers with the figures of annual production of California champagnes made by the French process through fermentation in bottle. The totals will be somewhat surprising to those who are not conversant with the extent of this comparatively new branch of the wine industry.

There are three manufacturers of these champagnes, namely, Paul Masson Champagne Company, San Jose; F. Korbel & Brothers, Korbel's Vineyard, Sonoma County; and the Italian-Swiss Colony at Asti, Sonoma County. The output for 1911 of these champagne producers was 580,000 bottles, or about 49,000 cases.

From definite information received we are confident that this output will be largely increased during this year. These figures make a proud showing for those in this branch of the industry and because of the quality of the output it is a safe prediction that the demand for these wines will have a steady and rapid growth.

The production of the Italian-Swiss Colony alone for this coming season will be 400,000 bottles.

### A Splendid Showing

IN our last holiday issue we explained with some pride that the consumption of California wines in the East had increased so remarkably. Again we are called upon to add to these laudatory words of last year, for we find that in 1911, there were received at the port of New York, by water route, 9,126,650 gallons of California wines, an increase of 3,000,000 gallons over 1910, and an increase of about 5,000,000 gallons over 1900. In addition to these figures, there was received a considerable quantity of California wines in glass.

The business in the East of California wines has been increased in a most encouraging degree. Houses in California that some years ago did not ship to the East at all, today have their agents here and are making regular monthly or semi-monthly shipments. Some of the wines sent here are of excellent quality, and because of the fact that no duty is imposed on these wines, the retailers and restaurateurs are able to offer to their customers a high grade wine at a reasonable price, and in the present day of economy these offerings are taken advantage of by the consuming public. It gives us pleasure to enumerate below the receipts of California wines at New York by water route, during the past six years:

1906.....1,887,900	1909.....4,042,850
1907.....1,503,700	1910.....6,065,850
1908.....1,751,400	1911.....9,126,650

—Bonfort's Annual Edition, Jan., 1912.

### Lodi Wine Output

THE combined output of wine from the vicinity of Lodi, for the past season was approximately 10,000,000 gallons, and 200,000 gallons of brandy, and make this vast amount of wine and brandy more than 70,000 tons of grapes were crushed. The tankage at all the wineries in that section had to be enlarged to take care of the wine, and large quantities were shipped to El Pinal, Urgan and Winehaven for storage.

## Should be Another Viticultural Commission

THE vineyardists and winemakers of California are indeed an apathetic element of the farming and manufacturing industry in this State if they do not ask for something in the way of deserved recognition at the next session of the Legislature.

California, the greatest wine producing State in the Western Hemisphere, has almost every other sort of a commission for the protection of its industries excepting a Viticultural Commission. There was such a body at one time, but now the little that is done toward fostering this very important agricultural pursuit in California is confined to occasional experimental work at the State University. Sometimes the Horticultural Commission invites a discussion on the subject of table grapes, but there is little concern manifested over the wine grape industry or the finished product of the vine that bears wine grapes.

This is a mistake, and the next session of the Legislature should see that it is righted. France spends millions of dollars to protect this industry within her confines, and California should do something if only to spread to the world her position of importance as a producer of wines. The viticultural interests are surely big enough in this great State to need the attention of a special commission and should not be contented as the small side show to a big circus. There is much work and much good that can be accomplished and I hope to see the subject brought up when our Legislature convenes in 1913. A year or two after that people will be here at the Panama-Pacific Exposition, and thousands of French, German, Italian and Spanish visitors will want information about the wines and vines of California. They will be greatly surprised if we cannot refer them to a State commission, for the industry is of such magnitude that it richly deserves the prestige of a State Board. To California agriculture, horticulture and viticulture have separate applications as to meaning, and under three such departments or commissions the gardening industry of the State should be watched and fostered. One commission or two commissions cannot give the required attention as each industry is so distinctly in a class by itself.

Let us all work, therefore, for separate recognition of viticulture in California in which \$300,000,000 is invested. We need a State Commission for the good it can do, and for the prestige the industry should have in recognition of the fact it is among the first four most important industries in this State. Make the request to the Legislature an earnest one. Let a modest appropriation of perhaps \$5000 per annum care for all needs the first year and let the members serve without remuneration. There are many such able men in California interested in vineyards and winemaking who would gladly give their time to helping along the cause.

Sacramento, Jan., 1912.

E. M. SHEEHAN.

The famous Joost vineyard and home place located at Vino Hill, near Martinez, has been sold by County Tax Collector for Martin W. Joost and Fabian Joost to Joseph Degardi of Vine Hill for about \$13,000. This land is highly improved with wine grapes and includes a very handsome residence and a well-equipped winery. Mr. Degardi already owns a splendid tract of land in that section. The sellers will hold the place until next August when Mr. Degardi is to take possession.



## Prosperous Year for Italian-Swiss Colony

**E**DITOR WINE AND SPIRIT REVIEW—Dear Sir: In reply to your inquiry as to an expression of the Colony's business during the past year, I would say that it has been a most prosperous one for us. The growth of our cased goods business in particular has been excellent throughout the Northwest and Middle West. For years these sections were good purchasers of our bulk wines, but it was difficult to interest them in case goods.

However, more recently, a reaction has set in and our fine varieties of bottled wines are in great demand. In fact, so great has been the growth of our case goods, that we found our bottling facilities entirely inadequate, and we therefore set about providing additional space by having a new building erected for this purpose at the corner of Sansome and Greenwich streets, conforming in style of architecture with our building on Battery street. The first half is now occupied and within a few months the remainder of the building will be completed and then we will not only have ample space for our bottling department, but plenty of room to store the fine wines that we mature in the bottle.

During the year we have added 1100 acres of choice vineyards to our holdings in the dry wine section. Our new purchase in Contra Costa County included the well-known Mt. Diablo Vineyard and the Brookside, Bernard, Portola and Theresa vineyards, which are planted to resistant vines grafted with the best French varieties, such as Petit Syrah, Alicante Bonschet, Grand Noir de la Calmette, Riesling, Semillon, Sauvignon, etc. The wines produced there this year promise to be very fine.

It is a great satisfaction to the associates of our late President, Mr. P. C. Rossi, that his life was spared until after news had reached California that the Italian-Swiss Colony's new brand of champagne—Golden State, Extra Dry—had been awarded the "Grand Prix" at the Turin International Exposition in Italy. For years Mr. Rossi had cherished the idea of producing a champagne which would equal the foreign product, and when he learned that an international jury had pronounced our new champagne deserving of the coveted "Grand Prix," he was indeed pleased. His untimely death, at the very moment when victory crowned his efforts, was a severe blow to those who realized how persistently he had worked to raise the standard of California's wines.

So widespread has been the interest in this new champagne and so great the preliminary orders, that the new management feel absolutely assured of the success of their undertaking.

As a result, they have decided to double their present facilities and are erecting a second reinforced Mission structure, 50 by 100 feet, two stories in height, which will conform with the original building. The new cellars will be ready by May, when the third cuvee of champagne will be bottled under the direction of M. Charles Jadeau. This will be the Golden State, Extra Dry, that will be offered during the Exposition year, and, as it is anticipated that there will be a great demand for this champagne and the Colony's popular Asti Rouge (Sparkling Burgundy), the 1912 output will be about 400,000 bottles.

That these wines will prove a revelation to Exposition visitors is a foregone conclusion. Connoisseurs in different parts of the United States and in Europe, who have tasted the Colony's naturally fermented-in-the-bottle champagne, have declared that its aroma, bouquet, color, flavor and sparkle are equal to those of the imported article.

Particularly enthusiastic were the foreign correspondents who visited San Francisco with President Taft last October and tasted the wine at the Cliff House luncheon. They predicted a

big success for Golden State, Extra Dry, stating that in their judgment it was not surpassed by any of the many imported champagnes that were served at the various banquets given in honor of President Taft on his Western tour.

This praise may sound extravagant, but we are satisfied that when our new brand of champagne is put on the market shortly, the public will agree that it is a superior wine of which the whole American nation may well be proud.

Very truly yours,

S. FEDERSPIEL,  
Gen. Mgr. Italian-Swiss Colony.

### The Mechanician's Value to the Wine Industry

**C**ARL SCHALITZ, president and manager of that old established pioneer company, Sanders' Copper Works, sends the following contribution to our annual number:

"It is curious to look back and see how, for many years, the leading industries of this and other countries languished for want of proper mechanical contrivances. During the nineteenth century the inventive genius of man was strongly in evidence, but the mechanical means to carry out the improved designs was wanting. As steam power came into general use, the new motor forced inventors to turn their attention to the designing of tools and machinery capable of utilizing it to the best advantage. The allied industries of wine making, brewing and distilling benefited equally from the new order of things, as it became possible to produce mechanical devices for their use which rendered the process more economical, and at the same time improved the product.

"Of course all your readers are well aware that the past year was more or less disappointing, in fact that business could have been much better. This state of affairs in our case only served to prove that those to whom Sanders' Copper Works had been of use in the past, did not forget the services rendered them, or lose faith in mechanical possibilities, but on the contrary put in grape stills, sherry heaters, etc., new constructions with which they seem highly satisfied.

"With the many new appliances, it is my general observation that the art of wine making in California is nearing perfection, in a mechanical direction. Thanks to such appliances I believe it is not only improving in quality, but increasing in quantity, to meet the demand caused thereby. It will therefore be seen that the brass and copper workers of the Pacific Coast, who have gone on inventing and making mechanical devices, certainly deserve some part of the praise for the improved quality and increased quantity of California wine. To this end we have worked and are proud to see that our best endeavors on behalf of these allied industries have met with success."

### A Knock-out Blow for Prohibition

**A** DISPATCH from Washington, D. C., of January 22nd, announced a decision of the Supreme Court of the United States that "Beer is a commodity," and that railroads must carry it when offered for transportation from one State into dry counties of another State, regardless of the laws of the latter State. This knocks the underpinning from the Prohibits and the local optionists and makes a greater farce than ever of local option and prohibition laws. From a legal point of view the decision is momentous because of the fact that beer is declared to be a "commodity." This having been determined by the highest tribunal of the Nation, no legislation by Congress can affect this classification. If beer is a commodity, so is wine and other beverages, and they will continue to be so under this decision. This is an occasion for all those who believe in personal liberty, in the consumption of good wines and liquors, without any interference from meddlesome neighbors, to rejoice. Let us all take something.

# CHARLES MEINECKE & CO.

## IMPORTERS

314 Sacramento Street San Francisco, Cal.

SOLE AGENTS ON THE PACIFIC COAST FOR

**PIPER - HEIDSIECK**

CHAMPAGNE

KUNKELMANN & CO., Rheims, France

**WILLIAMS & HUMBERT**

Jerez, Spain .....SHERRIES

**J. J. MEDER & ZOON**

Schiedam, Holland .....SWAN GIN

**WARRE & CO.**

Oporto, Portugal.....PORTS

**JOHN RAMSAY**

Islay, Scotland .....SCOTCH WHISKY

**SCHRODER & SCHYLER & CO.**

Bordeaux, France .....CLARETS, ETC.

**DUBLIN WHISKY DISTILLERY CO.**

Dublin, Ireland.....IRISH WHISKY

**EDUARD SAARBACH & CO.**

Mayence, Germany .....HOCK WINES

**GREENBRIER DISTILLERY CO.**

Louisville, Ky. .... "R. B. HAYDEN" WHISKY

**C. MAREY & LIGER-BELAIR**

Nuits, France .....BURGUNDIES

**J. A. J. NOLET CO.**

Baltimore .....DOUBLE EAGLE GINS

**MACKIE & CO.**

Islay, Scotland "WHITE HORSE" SCOTCH WHISKY

**JOS. S. FINCH & CO.**

Pittsburg, Pa. "GOLDEN WEDDING" RYE WHISKY

**BOORD & SON**

London, Eng. ....BOORD'S OLD TOM AND DRY GINS

**FREUND, BALLOR & CO.**

Torino, Italy .....ITALIAN VERMOUTH

**BOUTELLEAU & CO.**

Cognac, France .....COGNAC BRANDIES

**A. BOAKE, ROBERTS & CO.**

London, Eng. ....BREWERS' MATERIALS

# LOUISVILLE DEPARTMENT

G. D. CRAIN, JR., Regular Correspondent, 305 Keller Bldg., Louisville, Ky.

LOUISVILLE, Ky., January 23.—Kentucky distillers, in connection with rolling up another wonderful business year similar in many respects to that of 1911, are adopting old Will Shakespeare's advice to the effect that "if 'twere done when 'tis done then 'twere well 'twere done quickly." In other words, they are getting down to the meat of the season and are doing business upon a notably extensive scale.

Last year more than 46,000,000 gallons of whisky were made in Kentucky. That constituted a record-breaking aggregate, and when it had hung up the record the trade settled back for the summer's rest. The general prediction, at the beginning of the present distilling season, was that two bumper years in succession were impossible. "The market can't stand it," said the wiseacres, and in some respect they were right. The field undoubtedly should not be glutted with supplies.

But the present feature is demand, which is eating up available stock at a tremendous rate. Deliveries are progressing on a land-office scale and there is scarcely a member of the local fraternity who is not fully as busy as he was this time last year. Everybody is gathering himself together, figuratively speaking, for a heart-breaking rush during the next six weeks or two months, and the general situation could scarcely be improved upon.

Every distillery in Kentucky is running full time and nobody connected with the industry has any thoughts of a respite for months to come. The bitter cold wave which has swept the country east of the Rockies and which has been particularly severe in the central and extreme eastern states, has stimulated demand throughout these sections, and although zero weather has made it uncomfortable for distillery workers and owners alike through the Bluegrass, jets of steam pouring constantly from the ice-covered power-houses and the rumble and thump of barrel after barrel passing into countless warehouses indicate that even Old Boreas in his most virulent humor cannot keep down good business when it means to rise.

With reference to the present status of the Kentucky whisky trade, *Dun's Review* says:

"This trade is in a most satisfactory condition. There are at this time many million gallons less of whisky held in bond in this State than at any time within the past decade. The difficulty in filling orders is embarrassing, and it is a pleasure to compare it with the situation of the trade a few years ago, when the vaults of banks were full to bursting with warehouse receipts pledged as collateral for borrowed money. The financial condition of this great interest of the State was never in better shape. The demand for Kentucky whisky ever since the pure food law went into effect has been unprecedented.

"This in connection with the present conservative production would indicate that the coming twelve months will find the trade in a most desirable financial condition. It is an unquestionable fact that a violent wave of prohibition has spread throughout the country and has had the effect of a substantial increase in consumption of Kentucky whisky, this justifying a corresponding increase in production. Looking at the situation from this point of view, the interests are in a very healthy condition. The exceedingly large crop of 1911, approximating 46,000,000 gallons, was justified by a deficiency of previous years, and the likelihood is that the increased cost of production, based upon the present price of grain used to make whisky this year, as compared with last year, will have a deterrent influence upon the production of this year, since it can be made only with an approximate increase of 25 per cent in the cost of production."

The annual report of the internal revenue offices in Louisville

for 1911 indicates a decrease of more than \$1,000,000 as compared with 1910. The slump is attributable to the recent forced dissolution and reorganization of the American Tobacco Company in Kentucky however, as internal revenue collections on whisky are above the aggregates of preceding years.

R. E. Wathen & Co., well-known Louisville distillers, are making a special effort at present to increase the consumption of "Old Grand-Dad Whisky," coming from the Old Grand-Dad distillery owned by the Wathen company near Bardstown, Ky. The advertising campaign of the company in connection with the brand is attracting a deal of attention, through occasional newspaper notices and constant publicity of car-cards, placed in the most prominent position afforded in the street cars of the Falls Cities. On New Year's day a unique scheme to place "Old Grand-Dad" before the public was resorted to, a team of four immense oxen with an old-time wooden-wheel wagon being secured to haul several big casks of whisky around Louisville. The unusual equipage was labeled as to the nature of its freight and aroused widespread interest in the popular brand locally. A cafe proprietor in the extreme southern section of the city placed a big order for Old Grand-Dad with a local jobber, but insisted that his goods be delivered via the ox cart to attract attention to his establishment. The request was granted and the plodding oxen completed the long trip safely.

The Kentucky Distillers' Registry Company has been incorporated in Louisville with a capitalization of \$16,500 by Hil Spalding and others to engage in a business which is of vital interest to the Bluegrass whisky trade. The purpose of the new company is to guarantee warehouse receipts issued upon whisky in storage and used for the purpose of negotiating bank loans. The registry system will prevent duplication of warehouse receipts and will thereby protect banks from losses upon loans negotiated upon bonded securities. Arrangements have been made with U. S. storekeeper gaugers throughout the State whereby all warehouses will furnish to the company carbon copies of their reports upon the amount of whisky in storage giving the serial numbers of barrels and the daily list of withdrawals. The distiller wishing to borrow upon bonded stock will submit his warehouse receipt to the registry offices and upon its O. K., it will be accepted by the bank, guaranteed as original and secure through special arrangements made by the new company with the Illinois Surety Company. The system promises to lend additional security to the negotiation of whisky loans in Kentucky.

Marion E. Taylor, with Mrs. Taylor, is now touring the Orient and has just passed safely through revolution-ridden China. Mr. Taylor is president of Wright & Taylor, prominent Kentucky distillers, and recently embarked with his wife upon a tour of the globe.

The John C. Weller Company, prominent Louisville distiller, filed articles of amended incorporation a short time ago, increasing the capital stock of the concern from \$100,000 to \$125,000 and extending the maximum limit of debt from two-thirds of the capital stock to \$100,000.

The annual meeting of the members of the National Model License League in Louisville was held a short time ago, the report of officers of the league indicating that the year's work for 1911 had been very successfully accomplished. The election of officers for the new year resulted as follows: President, Thomas M. Gilmore; vice-president, George G. Brown; treasurer, O. H. Wathen; secretary, George R. Washburne; A. H. Woodson, manager of the publicity department, and Dan Moran Smith as general counsel, with E. C. Warren as assistant secretary.

Jacob B. Bloch, president of the J. J. Douglas Company, well-known Kentucky distillers, died at his home, Bardstown and Cherokee roads, in Louisville, a few days ago after a short illness with pneumonia. Mr. Bloch was born in Alsace Lorraine sixty years ago. He came to this country when two years old, and, his parents dying years afterward while located in Louisiana, he engaged in the dry goods business in Dallas, Tex., for a short time and afterward came to Louisville. His first association in the Gateway City was with J. J. Douglas, a well-known distiller. When the Douglas Company was later incorporated Mr. Bloch purchased an interest in it and rose to be president after Mr. Douglas's death. He is survived by his wife and one son.

Litigation was closed a short time ago in the long-drawn suit between the Commonwealth of Kentucky and the Kentucky Distilleries and Warehouse Company, in which the former, as plaintiff, strove to collect taxes upon whisky held in about forty warehouses belonging to the defendant. The property was placed at an estimated value of \$1,500,000, netting the State and county about \$60,000 if taxes were allowed for two years. However, Judge Walter Lincoln, in handing down a decision which represented a final settlement of the case, appraised the value of the property at \$300,000 and allowed a \$5,000 tax assessment thereupon.

Six Louisville whisky firms have filed suit in a consolidated petition against the Kentucky Distilleries and Warehouse Company to collect an alleged additional storage charge upon whisky in bond since last April. The petition avers that nearly \$3 per barrel is collected by the defendants upon whisky left in their warehouses for the full bonding period when the just charge should be not over five cents per month per barrel. The petition of the plaintiffs demands restitution only in the sum of about \$600, but it is so worded that, if allowed, all other Kentucky distillers having similar claims against the Kentucky Distilleries and Warehouse Company may present bills for collection. This refund would amount to about \$40,000. The firms which have filed suit against the K. D. & W. concern are as follows: Wright & Taylor, N. M. Uri & Co., W. L. Weller & Sons, Greenbaum & Sons and Hilmar Ehrmann & Co., all of Louisville, and Mayer Brothers, of Cincinnati, O.

The Belmont Distilling Company, of Louisville, Ky., operating an extensive plant at Seventeenth and Lexington streets, is now putting the finishing touches upon an immense eight-story brick warehouse which will provide considerable additional storage space for the company. The new structure is being erected at an estimated cost of \$20,000 and will be ready for occupancy by the time that the cold weather breaks permanently, or about March 1st. The Belmont distillery, which is owned by Max Selliger & Co., is handling one of the record-breaking runs in demand in its entire career, having received as many as eleven carload orders in a single day for Coast shipments.

## SAN FRANCISCO IN 1912

IT is a difficult matter to forecast the future trade prospects and possibilities for the Pacific Coast. These will be influenced, in a marked degree, by the Panama-Pacific International Exposition and more particularly by the opening of the Panama Canal.

When we stop to consider what beneficial effects follow opening up of localities adjacent to large cities, by rapid transit, it strikes us how far reaching and gigantic the effects of opening the canal to the nations of the world will be to the countries bordering on the Pacific Ocean, and more particularly to the Western Coast of the United States.

The most pessimistic among us must admit that the development of California during the next ten years will be at a very rapid pace. We believe the most sanguine expectations of the optimists will fall short of what actually will be accomplished in the next decade. California will become more cosmopolitan and Europeanized. The increase of population will be so great and communication with other countries so frequent and rapid that we will lose our identity and become as strangers in a strange land. We will not absorb the stranger, the stranger will simply absorb us.

Capitalists from the uttermost parts of the earth are now spying out the land of this modern Canaan and finding it good, a veritable land "flowing with milk and honey, corn and wine."

They will exploit our richest mineral and agricultural lands, thus affording, through the medium of the great electric power plants which will be used to lift the waters of the Sacramento and San Joaquin rivers to irrigate the two immense valleys bearing those names, sustenance to millions of thrifty farmers from Europe and possibly from China and Japan.

How will this increase of population affect the liquor industry or rather traffic of the State? Time, which is the father of Truth, will naturally answer that question.

It is reasonable to suppose that the native wine industry will be benefited materially by this increase of population, as the native of Southern Europe is a wine drinker and change of habitat does not affect the palate.

The beer brewers for the same reason will be benefited by the advent of the natives of Northern Europe.

It is hardly likely that the distributors of ardent spirits will be benefited to the same extent, owing to the fact that increased consumption due to increased population will result in fiercer competition, both locally and Eastern, and the margin of profits to dealers in consequence will be materially lessened.

The day of large profits in the liquor business has gone, never to return, and though there will always be plenty of men to engage in the business, the same as in every other walk of life, the old type of the easy going wine merchant will soon be eliminated from the army of liquor dealers.

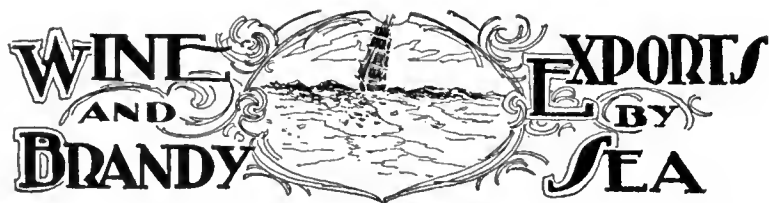
Regarding trade conditions for this year, we do not look for much improvement, but believe that next year everybody will be working up to full capacity.

THOS. W. COLLINS,  
of Thos. W. Collins & Co.

San Francisco, January, 1912.

Maine.—Liquors so misbranded or adulterated as by the pure food act (Act June 30, 1906, c. 3915, 34 Stat. 768 [U. S. Comp. St. Supp. 1909, c. 1187]) forbidden to be introduced into this State from another State, and hence are removed by Congress from the operation of the commerce clause of the federal constitution, and become subject to the laws of the State upon arrival within its territory and before delivery to the consignee.—State v. Intoxicating Liquors, 76 A. 268.





### NAMES OF CONSIGNEES WILL NOT BE GIVEN

Owing to a recent order of the Secretary of the Treasury through his local representatives, it has been found necessary to discontinue giving the names of the Consignees at this port. We regret to have to make this announcement, but for the time being, such conditions will rule.

FROM DECEMBER 20, 1911, TO JANUARY 20, 1912.

Destination.	Cases.	Gallons.	Value.
To British Columbia	2	1,111	\$368
" Central America	110	11,822	4,016
" China		4,640	1,654
" Hawaiian Islands	139	64,129	28,943
" Japan		10	6
" Mexico	16	3,744	1,266
" Philippine Islands	149	411	744
" South America		3,699	1,750
" Samoan Islands		38	11
" Society Islands		4,554	1,253
" England		10,834	4,274
" France		52	60
" New York	150	452,308	154,786
" Other Eastern States		8,302	2,647
Total	566	565,654	\$201,778

#### BRANDY.

To Hawaiian Islands	75	111	\$1,145
" London		47	35
" New York		34,238	11,221
Total	75	34,396	\$12,401

#### BEER.

Destination.	Pkgs.	Value.
To Central America	2	\$20
" Hawaiian Islands	126	962
" Philippine Islands	50	245
" Society Islands	14	112
Total	192	\$1,339

#### WHISKY.

Destination.	Cases.	Gallons.	Value.
To Central America	110	169	\$1,033
" Hawaiian Islands	507	1,201	6,860
" Japan	40		260
" Mexico	83	47	493
" Philippine Islands	50		250
" New York	10		100
Total	800	1,417	\$8,996

#### MISCELLANEOUS EXPORTS.

Destination.	Packages and Contents.
To Central America	12 cs Cherries in Maraschino, 50 cs Mineral Water 1 kg Vermouth
" Hawaiian Islands	28 cs Grape Juice, 54 cs Min. Water, 17 cs Creme de Menthe 60 cs Vermouth, 280 cs 19 bbls Gin, 4 bbls Ginger Ale 40 cs 1 bbl Liqueurs, 5 cs China Wine, 27 cs Stout 13 cs 1 bbl 57 gals Alcohol, 25 cs Champagne 15 cs 2 hf bbls Cordials, 1 bbl Rum, 10 cs Cocktails, 11 cs Bitters
" Mexico	3 cs Cordials, 1 cs China Spirits, 50 cs Mineral Water 3 cs Spirits, 6 cs Grape Juice
" Philippine Islands	15 cs Cherries in Maraschino, 2 cs Grape Juice, 50 cs Creme de Menthe
" South America	10 kgs Vermouth, 1 cs Mineral Water
" New York	150 cs Cherries in Maraschino
" Other Eastern States	155 cs Cherries in Maraschino
Total	1083 cs 26 bbls 2 hf bbls 11 kegs 57 gallons
Value	\$14,246

#### Domestic.

FROM DECEMBER 20, 1911, TO JANUARY 20, 1912.

#### From Seattle.

Beer	1059 pkgs 765 hbds 466 bbls 572 hf bbls 623 qrs 80 csk
Wine	30 cs 8 crate
Liquors	7 case
Cordials	2 case
Whisky	44 case
Champagne	25 case

#### Beer in Transit.

To Santa Barbara	1 case
" Bakersfield	75 pkg
" Pasadena	2 case
" Fresno	210 pkgs 80 bbls 80 hf bbl
" Oakland	160 pkgs 56 hbds 30 hf bbls 32 qr bbl
" Alameda	275 bbls 200 hf bbls 250 qr bbl
" Santa Clara	50 bbl

#### Foreign.

FROM DECEMBER 20, 1911, TO JANUARY 20, 1912.

FROM KOBE, JAPAN—Per Manchuria, December 22, 1911.

1311 csks Sake	San Francisco.
305 cs Sake	San Francisco.
85 csks Sake	Los Angeles.

FROM NEW YORK (via Ancon)—Per Pennsylvania, December 25, 1911.

318 bbls Whisky	San Francisco.
15 cs Whisky	San Francisco.

#### FROM EUROPE—SAME VESSEL.

250 cs Bitters	San Francisco.
38 cs Wine	San Francisco.
10 csks Vermouth	San Francisco.
16 cs Beer	San Francisco.
5 csks Gin	San Francisco.
43 cs Champagne	San Francisco.

FROM NEW YORK (via Salina Cruz)—Per Alaskan, December 27, 1911.

16 csks Gin	San Francisco.
2 bbls Gin	San Francisco.
1 csk Wine	San Francisco.
6 cs Wine	San Francisco.
3 cs Fruit Juice	San Francisco.
4 octs Brandy	San Francisco.
25 bbls Beer	San Francisco.
2 bbls Whisky	San Francisco.
36 bbls Whisky	Portland.
13 cs Whisky	Portland.
5 cs Gin	Portland.
1 bbl Gin	Oakland.

#### FROM EUROPE—SAME VESSEL.

170 cs Whisky	Honolulu.
3 csks Whisky	Honolulu.
50 cs Punch	Portland.
4 cs Wine	San Diego.

FROM VICTORIA—Per Umatilla, December 30, 1911.

100 cs Whisky	San Francisco.
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FROM NEW YORK (via Salina Cruz)—Per Arizonan, December 30, 1911.

47 cs Wine	San Francisco.
32 cs Liqueurs	San Francisco.
10 cs Bitters	San Francisco.
16 bbls Gin	San Francisco.
340 cs Gin	San Francisco.
310 cs Whisky	San Francisco.
7 bbls Whisky	San Francisco.
11 cs Brandy	San Francisco.
50 cs Champagne	San Francisco.
5 cs Alcohol	San Francisco.
32 cs Whisky	Oakland.
2 bbls Gin	Stockton.
5 csks Gin	Stockton.
5 cs Gin	Stockton.

E.O. SCHRAUBSTADTER

ESTABLISHED 1864

E.A. GROEZINGER

# A. FINKE'S WIDOW

## HIGH - GRADE SPARKLING WINES

809 MONTGOMERY STREET,

SAN FRANCISCO, CAL.

TELEPHONES: KEARNY 709

HOME C 3322



18	bbls Whisky	Portland.
92	cs Brandy	Portland.
20	cs Whisky	Honolulu.
6	bbls Whisky	Honolulu.
3	bbls Gln	Honolulu.

## FROM EUROPE—SAME VESSEL.

7	cs Wine	San Diego.
50	bbls Stout	Los Angeles.
50	bbls Ale	Los Angeles.
40	cs Wine	Los Angeles.
320	cs Beer	Portland.

## FROM ANTWERP—Per Magician, December 30, 1911.

30	cs Liquors	Portland.
20	cs Beer	Portland.
12	csks Fruit Juice	San Francisco.
255	cs Bitters	San Francisco.
12	csks Wine	San Francisco.
200	cs Brandy	San Francisco.
2	hds Wine	San Francisco.
26	csks Brandy	San Francisco.
149	cs Wine	San Francisco.
8	bbls Vermouth	San Francisco.
500	cs Vermouth	San Francisco.
150	bbls Ginger Ale	San Francisco.
275	bbls Beer	San Francisco.
22	cs Spirits	San Francisco.
60	bbls Soda Water	San Francisco.
1317	cs Whisky	San Francisco.
1	hhd Whisky	San Francisco.
10	csks Whisky	San Francisco.
136	cs Liquors	San Francisco.
25	cs Kirsch	San Francisco.
1961	cs Mineral Water	San Francisco.
30	cs Gln	San Francisco.
26	cs Brandy	Victoria.
2	octs Brandy	Victoria.
200	cs Whisky	Victoria.
140	cs Wine	Vancouver.
77	cs Liquors	Vancouver.
850	cs Gln	Vancouver.
10	octs Gln	Vancouver.
14	csks Brandy	Vancouver.
235	cs Brandy	Vancouver.
20	octs Brandy	Vancouver.
1844	cs Whisky	Vancouver.
10	octs Wine	Vancouver.
975	cs Stout	Vancouver.
190	cs Ale	Vancouver.
37	csks Rum	Vancouver.
20	csks Whisky	Vancouver.
75	bbls Ginger Ale	Vancouver.
50	cs Punch	Vancouver.
10	csks Wine	Vancouver.
50	cs Rum	Vancouver.
10	cs Mineral Water	Vancouver.
240	cs Beer	Vancouver.
3	bbls Wine	Vancouver.

## FROM NEW YORK (via Ancon)—Per City of Sydney, January 3, 1912.

137	bbls Whisky	San Francisco.
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## FROM EUROPE—SAME VESSEL.

258	cs Wine	San Francisco.
5	csks Wine	San Francisco.
435	bbls Stout	San Francisco.
70	bbls Ale	San Francisco.
210	csks Mineral Water	San Francisco.
1	butt Wine	San Francisco.
7	octs Wine	San Francisco.
120	cs Liquors	San Francisco.
10	cs Vermouth	San Francisco.
5	cs Mineral Water	San Francisco.
16	cs Beer	San Francisco.

## FROM NEW YORK (via Salina Cruz)—Per Virginian, January 4, 1912.

8	bbls Wine	San Francisco.
86	cs Gln	San Francisco.
5	csks Gln	San Francisco.
43	cs Wine	San Francisco.
2	bbls Brandy	San Francisco.
1000	cs Whisky	San Francisco.
7	bbls Gln	Oakland.
5	csks Gln	Oakland.
10	cs Gln	Oakland.
4	bbls Whisky	Seattle.
770	cs Whisky	Seattle.
8	cs Wine	Seattle.
50	cs Whisky	Tacoma.
120	bbls Beer	Honolulu.

## FROM NEW YORK (via Salina Cruz)—Per Nebraskan, January 9, 1912.

50	cs Cordials	San Francisco.
5	bbls Prune Juice	San Francisco.
32	bbls Gln	San Francisco.
12	csks Gln	San Francisco.
5	bbls Whisky	San Francisco.
5	cs Gln	San Francisco.
10	kegs Whisky	San Francisco.
5	cs Kummel	San Francisco.
717	cs Root Beer	San Francisco.
10	cs Champagne	San Francisco.
575	cs Vermouth	San Francisco.
33	cs Wine	San Francisco.
1047	cs Whisky	San Francisco.
15	cs Brandy	Sacramento.
2	csks Gln	Oakland.
25	cs Whisky	San Diego.

## FROM EUROPE (via Ancon)—Per Acapulco, January 15, 1912.

18	octs Whisky	San Francisco.
2	csks Wine	San Francisco.
5	octs Wine	San Francisco.
200	cs Wine	San Francisco.

## FROM NEW YORK (via Salina Cruz)—Per Missourian, January 18, 1912.

17	crates Liquors	San Francisco.
670	cs Whisky	San Francisco.
66	cs Wine	San Francisco.
5	cs Punch	San Francisco.
72	bbls Whisky	Marysville.
5	bbls Whisky	Stockton.
6	cs Brandy	Sacramento.
30	cs Whisky	Seattle.
25	cs Gln	Seattle.
70	cs Mineral Water	Seattle.
1	bbl Ginger Ale	Portland.
17	bbls Whisky	Portland.
10	cs Gln	Portland.
10	bbls Gln	Honolulu.
25	cs Whisky	Honolulu.
125	bbls Beer	Honolulu.
649	cs Grape Juice	Victoria.

## FROM EUROPE—SAME VESSEL.

649	cs Fruit Juice	Seattle.
220	cs Mineral Water	Seattle.
40	cs Spirits	Seattle.
20	csks Whisky	Seattle.
175	cs Wine	Honolulu.
2	csks Wine	Los Angeles.
25	cs Wine	Los Angeles.

## FROM KOBE, JAPAN—Per Nippon Maru, January 18, 1912.

294	csks Sake	San Francisco.
245	cs Sake	San Francisco.
20	cs Sake	Los Angeles.
20	csks Sake	Denver.

## FROM LIVERPOOL (via Seattle)—Per Admiral Sampson, January 2, 1912.

338	cs Whisky	San Francisco.
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## California Wines to New York Month of December 1911

## From San Francisco, SS. Advance.

1982	bbls.	Lachman & Jacobi
3509	"	California Wine Association
190	"	Seatena & Co.
535	"	C. Schilling & Co.
50	cases.	J. H. Magruder
143	"	E. de Pue
94	bbls.	E. L. Spellman & Co.
62	"	Alberti & Pavese
244	"	French-American Wine Co.
536	"	Italian-Swiss Colony
83	"	Sonoma Wine & Brandy Co.
71	"	Zucker, Steiner & Co.

## From San Francisco, SS. Colon.

40	bbls.	Fountaingrove Vineyard Co.
197	"	Lachman & Jacobi
36	"	Fair, Lennon & Co.
90	"	Italian-Swiss Colony
332	"	Seatena Bros. Wine Co.
97	"	Seatena & Co.
65	"	Order

## From San Francisco, SS. Advance.

1097	bbls.	Lachman & Jacobi
67	"	Fair, Lennon & Co.
235	"	Italian-Swiss Colony
200	"	Seatena Bros. & Co.
165	"	Gazzola & Fogliasso
104	"	Seatena & Co.
41	"	Fountaingrove Vineyard Co.

## From San Francisco, SS. Oregonian.

60	bbls.	Italian-Swiss Co.
70	"	V. Casazza & Bro.
315	"	French-American Wine Co.
44	"	Order

## From San Francisco, SS. Cristobal.

1807	bbls.	California Wine Association
343	"	C. Shilling & Co.

## From San Francisco, SS. Advance.

215	bbls.	M. May
31	"	Lachman & Jacobi
50	cases.	Wetmore-Bowen Co.

## From San Francisco, SS. Panama.

750	bbls.	C. Shilling & Co.
750	"	Italian-Swiss Colony
1389	"	California Wine Association
25	"	Sonoma Wine & Brandy Co.
402	"	Chas. Stern & Sons

## From San Francisco, SS. San Mateo.

200	bbls.	C. Manzanella & Son
100	"	Gundlach-Bundschu Wine Co.
780	"	A. Gazzola
403	"	C. Schilling & Co.
3706	"	California Wine Association
22	"	Order

## From San Francisco, SS. Hawaiian.

100 bbls.	Italian-Swiss Colony
200 "	Seatena & Co.
100 "	Tokalon Vineyard Co.
400 "	C. Shilling & Co.
300 "	A. D. Rudini
125 "	Italian Wine Co.
400 "	French-American Wine Co.
78 "	A. Zanelli
70 "	Fair, Lennon & Co.
35 "	Charrot & Henry
15 "	A. Wolf
210 "	Order

## From San Francisco, SS. California.

203 bbls.	Italian Vineyard Co.
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## IMPORTS BY RAIL IN BOND.

FROM DECEMBER 20, 1911, TO JANUARY 20, 1912.

## Via New York:

250 cs Champagne	From Antwerp.
17 cs Wine	" Hamburg.

## Via New Orleans:

564 cs Champagne	From Antwerp.
10 cs Whisky	" Liverpool.
5 octs Brandy	" "
25 cs Wine	" "
10 cs Wine	" Hamburg.
5 octs Brandy	" "

## Washington Court Defines Original Package

WHEN the Supreme Court of the State of Washington reversed the Superior Court of Snohomish County a few days ago in the conviction of August Maire, a liquor agent at Snohomish, on the charge of shipping a demijohn of whisky to a patron at Everett, it decided that a demijohn is an original package, even though the liquor is drawn from a barrel.

Dealers in Spokane and throughout the State think that the decision will facilitate the shipment of alcoholic liquors to Everett, Bellingham and other prohibition communities.

The Superior Court of Snohomish County ruled that the barrel, not the demijohn, was the original package and the Supreme Court holds a reverse opinion, declaring that the cause of temperance and moderation would suffer should the court hold that a man who wanted a quart of whisky would have to buy a barrel.

## Big Things Doing at Wieland's Brewery

IN times of peace prepare for war, is an adage made familiar by some of our old famous sea fighters whose far sightedness led them to be ever prepared for any emergency that might arise. A practical paraphrasing of this adage could be found in the expression of the wide awake management of the Wieland Brewery of this city, when he gives vent to the axiom, "During Winter's lull make ready for the Summer's rush." The activity displayed about the bottling establishment of the above well known brewery, where mechanics are very busy at present, proves the fact that the slight business lull caused by the rainy season, is being advantageously used to permit of preparations for the increased output which the new year's auspicious opening promises to bring to this firm.

Impressed by the enormous sales of close to half a million boxes of bottled beer for the year of 1911; and also by the fact that the plant was, during the greater portion of the year, in continuous operation both day and night, and for a great portion of that time for seven days in the week; it has been deemed necessary to install a duplicate unit of bottling machinery from washers to pasteurizers, and this work is now being done. When completed this additional equipment will have increased the capacity of the plant by some fourteen million bottles per year.

The growing demand for "Home Beer" seems not alone confined to San Francisco, but appears to be general throughout the whole Pacific Coast as is evidenced by the many new distributing points which have been established during the past twelve months, ranging over an expanse of territory from San Diego to the Alaskan gold fields, and in numerous places throughout the Nevada mining districts as far East as Ogden. New avenues for trade were also opened in many of the ports of the Orient, as well as in our intermediate island possessions to which a steady stream of bottled beer has been shipped on each out-going steamer.

"Wieland's At Home" has also become such a slogan suggestive of home industry, that San Franciscans are readily getting into the habit of demanding the home brew, so much so, that twelve new horses have been purchased, and a corresponding number of wagons been ordered to be in readiness for the expected increase of business which the activity of the, as yet young, new year gives such positive assurance of. In fact the outlook for Wieland's is so promising that their industrious sales force, consisting of genial "Mr. John" Hecker, "100 years old" Ernst Buchse, "Tiny" Shale, Bill Ward and Joe Wolking, are making preparation for an early realization of a record-breaking year; whilst General Manager Thomas Alton is putting "ginger" in the force by his great display of confidence in the great future for Wieland Beer.

# WILLIAM WOLFF & COMPANY

## IMPORTERS AND COMMISSION MERCHANTS

58 BEALE STREET, SAN FRANCISCO

PACIFIC COAST DISTRIBUTORS FOR

JOHN DE KUYPER & ZOON, Rotterdam	Holland Gin
M. B. FOSTER & SONS, London	Guinness's Stout, Bass's Ale
CANTRELL & COCHRANE, Belfast	Ginger Ale and Sarsaparilla
"QUENCHY," French Vichy Lemonade, bottled at the Spring "La Francaise," St. Yorre, Pres., Vichy, France.	

AMERICAN WHISKIES BOTTLED IN BOND AND IN BULK

BOND &amp; LILLARD MELLWOOD OLD HORSEY RYE OLD WATERMILL BELMONT OLD GOVERNMENT

AND OTHER STAPLE BRANDS

IMPORTERS OF

VINTAGE WINES, STAPLE CORDIALS, BITTERS, ABSINTHE, PRESERVES, OLIVE OIL, ETC.

# Cresta Blanca Souvenir Vintages

THE STANDARD WINES  
OF CALIFORNIA

No Wine List  
Complete  
Without Cresta  
Blanca Wines



No Wine List  
Complete  
Without Cresta  
Blanca Wines

View of one of our tunnels, 470 feet long, at Cresta Blanca Vineyard,  
where the Celebrated Cresta Blanca Wines are naturally aged.

ASK FOR WHOLESALE PRICES

## Wetmore-Bowen Co.

42-50 Davis Street    ::    ::    San Francisco, Cal.

10 West 33rd Street, New York

37 South Water Street, Chicago, Ill.

## Faking of Distiller's Brands

IN the December, 1911, number of *Pearson's Magazine* there is an article by Isaac Russell, entitled "Common Imitations," which is introduced by the editors in the following sentences:

The labels on package foodstuffs mean something to the purchaser. The purchaser thinks that they are a guarantee of the quality within the package. They should be that but lately they are not always that. Some men have begun to copy labels and packages. One enterprising young Westerner has built up quite a business of supplying to anybody quantities of labels and other hallmarks of trade sincerity. Coffee, stronger things to drink, olive oil, even oysters and clothing, are being put on the market bearing labels to which they have no right. It has been said that not long ago one New York store had on sale at one time more "Worth" dresses than had come through the custom-house in a year. Also that more "Gordon" gin was sold in Chicago in a year than has been imported for the whole country. The manner and extent of these imitations of well-known articles are told in the following story. It's worth reading.

The intention of the article is to give some idea of the extent of the faking of valued trade-marks, and the difficulty of trade-mark owners enforcing their rights, owing to the inadequacy of present national laws.

Regarding liquors the writer says: "That in seventy-eight of the American cities there were seventy-eight separate and distinct imitations of Gordon's gin for sale. There were also, only a little generalized, counterfeited bottles of Wilson's goods, Hennessy's, Bisleri's, Martel's, Hostetter's, Black and White, and almost every well-known brand of wine and cordials."

There is undoubtedly considerable faking of such articles as Gordon gin, Hennessy brandy, and other well-known brands of imported liquors, but nothing to the extent that prevailed prior to the organization by the importers of the Bureau of Protection of Trade-Marks. Faking is now confined principally to refilling and the making of similitude packages. There was a time when actual counterfeits of all popular brands of imported liquors were sold openly and quoted side by side with the imported goods, one quoted at one price and the other at another price. The worst abuse that is now in the liquor trade regarding trade-marks is the free and open abuse of distillers' trade-marks by many in the trade, wholesale and retail. It is a question if even the owners of popular distillers' brands comprehend the magnitude of the faking and the consequent injury that it operates to their business. The effect is not alone that whisky is sold under their brand that never was within probably five hundred miles of their distilleries, but all character of stuff is sold under their brands, some good, but mostly bad, which tends to undermine the reputation for quality that their brands have.

The men engaged in the liquor trade, generally speaking, have as high regard for the rights of others as men engaged in any other line of commerce. The abuse practiced on distiller's brands has become so general, and little if any effort made to stop it, that it seems to many that they are doing nothing wrong in practicing it. In fact, where strong effort has been made by individual distillers to stop people from using their brands ad libitum the offenders seemed to have taken it as an interference with their supposed rights. Usage and lack of organized interference seemingly have dulled the moral sense to the immorality of the practice. The offenses are various.

There are a large number of "Specialty Houses" that keep all character of labels in stock and sell them to whomsoever may desire them. There are very few of these houses that do not have labels of every prominent brand of whisky, and many varieties of them, in stock. They place no restriction upon themselves as to their sale. If the truth were known there is hardly one of the prominent "Specialty Houses" that makes a business of selling stock labels that does not sell sufficient labels every year, of one or a dozen brands that can be named, that would more than cover the annual production of each of the particular distilleries. Aside from the "Specialty Houses," millions of distiller's labels are printed by general lithographing houses and printers. Mr. Russell, in his article, says: "That in seventy-eight of the American cities there were seventy-eight separate and distinct imitations of Gordon's gin for sale." Investigation would undoubtedly prove that in single cities more than seventy-eight varieties of labels of any one popular brand could be found in the city that the distiller who owns the brand knows nothing about. The labels are not printed and purchased for fun, but are used. Many people are known to order large quantities of labels of particular brands that never had a gallon of the whisky in their houses that they purport to sell. The practice is also pretty general now for retailers to demand labels from their wholesalers, and many wholesalers do not hesitate to secure for them any labels they may demand, regardless if they have sold them the kind of goods that the labels call for or not.

It is very common practice in some sections of the country for distillers to make blends in distiller's barrels without erasing the commercial brand. The empty barrels of popular brands very often sell at a premium on account of this. Some dealers have no compunction about selling a blend of any whisky in an original package, and very often, more often than otherwise, the whisky is as strange to the brand as the vegetation of the tropics is to the vegetation of the frigid zone. Some dealers do not even go to the trouble or expense of securing original distiller's barrels with the brand unerased, but get stencils made for the various brands that they have call for and brand as they require. It is the case of the story of the hypocritical proselyte christening the goose fish to convince the pious priest that it was no offense to eat it on Friday.

A very common practice with some houses is to term their blends under distiller's names. Of course, if all the whisky used in the blending was the whisky by which the blend is termed there could be no objection, but the fact is, in most cases, that at best there is but very little of the whisky in the blend that it purports to be. In many cases the whisky composing the blend, as an example, is made in Oshkosh, but termed a blend of a whisky that is manufactured at a particular distillery in Pennsylvania or Maryland. The salve of conscience is the maker's feeling that he has made a splendid imitation.

Substitution in two stamped packages four or five years ago was a common practice. Thanks to the discovery of a simple sugar coloring test and the vigilance of the Internal Revenue Department, not much of it is now practiced. Those that do practice it know they are taking great risk when they substitute with spirits, but there are dealers who know better, chuckle, and substitute with "quick aging" whisky. It may interest the smart fellows who practice it that the chemical bureau of the Internal Revenue Department hold that the presence of "quick aging" goods is easier to detect, owing to the peculiar analytical result of certain of the aldehydes in such goods, than the presence of ordinary spirit goods.

Something new in the faking line has come on the horizon recently. The guilty are mainly mail-order houses. Many brands of bottled-in-bond goods can be bought at materially less price than other brands. The higher priced brands are



generally the brands that are mostly called for by the consumer. If a customer writes in and sends the money for a certain number of bottles of a particular brand, it is difficult to pan off some other brand on him than what he has written and sent the money for. Cases are known where dealers have taken cheap brands of bottled-in-bond, washed off the commercial label and replaced same with a label of the whisky demanded. Of course, to an observant person, who has a knowledge of the facts, the different story printed on the green stamp from the commercial label will tell the tale, but the risk is taken relying either on ignorance or oversight, or both.

Mr. Russell in the article in question says that there is no "national law to reach the label-faker on the *prima facie* showing that he had been a forger of a symbol that to the American people was equal to a government's guarantee of purity" and "that the indirect punishment possible to inflict because of the spurious contents of the cans, as sold under a Pure Food law guarantee, was the only punishment that could be meted out—this consisting after long delays of imprisonment for an inconsequential period and the payment of a nominal fine." In the faking of distiller's brands the symbol is rarely imitated, but the name of brands is freely used. Mr. Russell gives as an answer the law of England, "which protects that country at home," and adds that it is "splendidly simple and would, in the opinion of many qualified American observers, be adequate to the needs of the present situation." He quotes the law as follows:

"Any person who forges any trade-mark or falsely applies to goods any trade-mark or any mark so nearly resembling a trade-mark as to be calculated to deceive, or makes any block, die, machine or other instrument for the purpose of forging a trade-mark, or applies any false trade description to goods, or has in his possession any dies, blocks, machine or other instrument, or causes any of the things above in this section to be done, shall be subject to the provisions of this act, unless he proves that he acted without intent to defraud, shall be guilty of an offense against this act.

"Every person guilty of an offense against this act shall be liable, on conviction upon indictment, to imprisonment, with or without hard labor, for a term not exceeding two years, or to fine, or both fine and imprisonment."

Even if Congress could be prevailed upon to enact a similar law, some agency on the part of distillers would be required, in a manner to throw cold water in the faces of offenders to bring them to the realization of their offense. A society similar to the Bureau of Protection of Trade-Marks that is supported by importers would most likely correct most of the abuse. Distillers of popular brands ought to seriously consider the matter. It can be organized and operated so it will entail no expense to the beneficiaries. It would be welcomed by thousands of dealers who operate under great disadvantage because of the infractions, and make the answer to the prayer "lead us not to temptation" more probable of realization.—H. J. Sunstein, in *Bonfort's*.

#### French Wines Cost More

NEW YORK, Jan. 19.—The increase in French wines varies from 25 cents to \$1 a quart on the popular champagnes. Many and varied are the explanations given, but by most dealers the blame is placed on the workings of the tariff.

#### Calendars Received

ONE of the handsomest and most artistic calendars that have reached this office in several years, comes to us from Etienne Bros. of Pasadena, California. The feature is a photographic color reproduction of "Sunset Near Lands End, England," a famous painting by Thomas Moran, one of America's foremost scenic painters. The coloring is brilliant and the subject inspiring, the calendar being really a work of art.

A striking novelty in the shape of a calendar has been received from The Hoffheimer Brothers Company of Cincinnati, Ohio, distributors of "White Mills" and "Lynndale" whiskeys. It consists of an unusually large, beautifully executed lithograph in colors, showing a beautiful young lady in summer attire adjusting a Japanese lantern. The treatment of the subject is highly artistic, the light effects in the night scene being very realistic.

F. Salmini & Co., St. Helena, Cal., favored us with a very handsome hanging calendar. The main feature is a charming blonde girl, not only bearing bunches of luscious grapes, but appropriately having her hair decorated therewith. It is a calendar that will be preserved.

Cioeca-Lombardi Wine Company of San Francisco, California, are sending their friends and customers a very sensible business-like calendar. It is intended to not only furnish a useful office aid, but to show the customers of the company its plant by means of three good halftone pictures of the San Francisco cellars, the wineries, distillery and vineyard.

Topazor

The White Wine

Nectarubi

The Red Wine

The Perfection of California Table Wines



ESTABLISHED IN 1880 INCORPORATED IN 1905

CONTRA COSTA WINERY, MARTINEZ  
WINDSOR WINERY, SONOMA CO.

Office and Salesrooms:  
549 WASHINGTON STREET

San Francisco

**LASH'S BITTERS**  
TONIC LAXATIVE

# PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VINICULTURE

R. M. WOOD.....EDITOR AND PUBLISHER  
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## Annual Review Delayed

OWING to unavoidable delay in the obtaining and compilation of the statistics of exports, productions, etc., the Annual Number of the REVIEW is necessarily late a few days. However, we trust the importance of the matters contained therein and the good news this issue carries to the wine industry and trade, that our readers will gladly overlook the delay in getting the paper out.

## A Decision That Renders Prohibition Impossible

THE Supreme Court of the United States has dealt the prohibition cause a solar plexus blow which promises to render futile all attempts at drying up a community.

On January 22d, the Court handed down a decision to the effect that liquor may be shipped from one State into the "dry" counties of another State, although prohibited by the "dry laws" of the prohibition State.

The Supreme Court's decision was rendered in a test case. The F. W. Cook Brewing Company of Indiana sued the Louisville and Nashville Railroad for refusing to accept consignments of beer for interstate shipments to dry counties in Kentucky.

The railroad's defense was that it was but obeying the law of Kentucky, but the Federal Court held that it should not have refused such shipments.

The result of this decision will be far-reaching, for it will mean that beer will be able to be shipped into dry communities from outside the State.

To show its effect in California, let us take the case of Visalia for example. It is supposed to be as dry as the desert of Sahara, although the Wyllie Local Option law distinctly says that it is not intended to interfere with the serving of liquor by any person at his home to members of his family, or to his guests as an act of hospitality, when no money or consideration of value is received in return therefor, and when said home is not a place of public resort.

It is true the law is singularly silent as to how a person in dry territory is to secure liquor, since when a city or supervisorial district votes against license, every saloon, retail liquor store, grocer, hotel, restaurant, cafe and club is barred from selling alcoholic beverages in original packages or serving them.

The only way an individual may secure liquor is to have it sent in from wet territory. That seems to be clear. And yet, City Attorney H. T. Miller insists that no liquor shall be permitted to enter Visalia. He says: "I have instructed the city marshal to visit the local depots, and, if he finds any liquor there, he is to confiscate it. If the transportation companies cannot run their trains into Visalia without violating the liquor ordinance, they will either have to stop at the city limits or go around the town."

"If there is any doubt about the meaning of this ordinance, I will request the board of trustees to amend it so that its meaning will be clear to any person who reads. My instructions are to make Visalia dry, and I intend to enforce the ordinance, as long as it is on the books and I am City Attorney. If shipments and deliveries are permitted to be made in Visalia, to any person who may want alcoholic liquors, we might as well throw down the bars altogether and let the pigs loose."

Mr Miller may consider every home in which wine or beer is consumed a blind pig, but the Wyllie Local Option Bill seems to look upon the matter in a different light, since it distinctly "excepts" the serving of liquor in the home, when no financial consideration is involved.

The Board of Trustees of Visalia may consider themselves above the laws of California, but we wonder what their attitude will be when beer is shipped to individuals in Visalia from outside the State of California? In view of the recent decision of the Supreme Court of the United States, there is nothing to hinder beer being shipped in by the Henry Weinhardt Brewing Company of Portland, Oregon, the Pacific Brewing and Malting Company of Tacoma, the Seattle Brewing and Malting Company of Seattle, or the Reno Brewing Company of Reno, Nevada.

The railroads will be forced to accept the beer for shipment, and if the City Trustees of Visalia attempt to confiscate the goods when it reaches Visalia, they will be bumping up against the Federal authorities, who have decided that "liquor may be shipped from one State into the 'dry' counties of another State, although prohibited by the 'dry laws' of the prohibition State."

If the decision of the Supreme Court of the United States holds good—and there seems to be no chance of rescinding it—all attempts at real local prohibition will fall to the ground and become a mere farce.

It will be interesting to see how this latest decision thickens the plot, for already the public mind is hopelessly tangled with the workings of our Wyllie Local Option Law, the initiative and referendum, the recall and local liquor ordinances.

## A Friend of California's Wine Men

WE note with pleasure that Mr. J. A. Filcher, manager of exhibits for the California State Agricultural Society, and for more than twenty years identified with California displays at State, National and foreign fairs and expositions, has been appointed by President Charles C. Moore of the Panama-Pacific International Exposition as the exposition's commissioner to California counties. Mr. Filcher's new position will give him general supervision over the work of arranging for county participation on the broadest possible scale.

During the next four years Mr. Filcher will advise and direct the counties in the planning of exhibits and will have supervision over the grouping and arrangement of the various displays on the exposition grounds. His past work has fitted him admirably for such a position and has brought him into close contact with all the civic bodies and organizations of the Pacific Coast that have engaged in the exploitation and boosting of western products.

From 1906 until a few months ago, Filcher was secretary of the State Agricultural Society, but was recently made manager of exhibits of the organization, with an increase of salary. Under Governor Pardee, Filcher was appointed one of the two California commissioners in charge of the collection, arrangement and installation of the California exhibits at the Portland and St. Louis Expositions, and later was appointed by Governor Gillett as California commissioner to the Alaska-Yukon-Pacific Exposition in Seattle.

The winemen may rest assured that Mr. Filcher will do every thing he can to feature California dry, sweet and sparkling wines in the various county exhibits, for Mr. Filcher has always used every effort to boost our California wines.

It will be remembered that he was severely attacked for permitting the serving of wines at the much-discussed grape arbor of the Grape Growers' Association several years ago at Sacramento.

He weathered a similar storm when the question of sampling wine in the California Building, came up at Portland, Oregon. There were the usual protests, but the California Committee went ahead with the sampling just the same and the storm died away as storms usually do, and the atmosphere seemed clearer afterwards by reason of the outburst.

He also took pains to see that every notable visitor to the California Building at the Yukon-Alaska Exposition, at Seattle, was given a taste of choice California wine, even though the laws of Washington prevented the serving of any wine with meals within two miles of the Exposition, which was built on the State University grounds.

### Boosting Native Florida Wines

IT is frequently said that our best California hotels are in business to make money and not to develop California's viticultural industry and that, therefore, they prefer to sell foreign wines instead of the native product, since the profits are nearly double.

It is a pity that some of our large hotels are not directly interested in grape growing and wine making, for then they might see things in a different light and boost for California wines.

This thought is suggested by the fact that in Florida, the Hotel Palm Beach, at Palm Beach, features the native Guava and Pineapple Wines which are served in bottles and on draft. They are made right in the Florida resort and have become so popular that a real demand has been created for these delicious and delicate beverages from tourists desirous of sending some to their home cities.

As yet, however, the productions of the fruits is not sufficient in quantity to supply more than the local hotels can use.

There is no one yet bottling them for the market, but it would seem as if there was a splendid chance to build up an industry to supply the growing demand for both the Guava and Pineapple wines. Of course, wines from all countries are served at Hotel Palm Beach, but the native Florida wines are especially pushed. The owner of the hotel, Mr. Sidney Maddock, comes of the old Staffordshire firm of hotel china manufacturers of John Maddock & Sons, Vitrified Hotelware, at Burslem, Staffordshire, England.

### The "Review" The Distributors' Medium

IT is known to all up-to-date wine men that THE PACIFIC WINE AND SPIRIT REVIEW is the one medium that reaches the distributors of California wines and brandies throughout the United States. The paper, by reason of the information that it gives exclusively, goes to not only every buyer of California wines at home, but abroad as well, and it is the only publication that does. It does no harm to call attention to this matter to advertisers occasionally, and there is no time like the present.

# PACIFIC WINE AND SPIRIT REVIEW

Issued Monthly

R. M. WOOD - - - - EDITOR AND PROPRIETOR

E. F. WOOD, - - - - SECRETARY

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### Novel Effects of The "Grapevine"

ONE of the most artistic family liquor stores in San Francisco is the new establishment opened at the southeast corner of Post and Fillmore Streets, by Wm. Goldman. He has called his store the "Grapevine" and in fitting it up has shown excellent taste and judgment. Artificial grape leaves and grapes are in evidence everywhere, in the windows, the store and the saloon, which immediately adjoins.

The back bar was especially designed by Mr. Goldman, who has made good use of a number of small oval casks and a stained glass panel, picturing a Mission scene, that shows up very pretty when the hidden electric globes are lighted. The walls are panelled in golden oak, and a latticed freeze, ornamented with grapes and leaves, runs about both rooms.

However, the most novel feature of all is the unique electric grape vines which take the place of the usual fixtures. Mr. Goldman secured some real grape vine trunks, cut off all canes and, after cleaning, covered them with a coat of paraffine. Tiny sprays of leaves were fastened here and there and bunches of grapes added. One looks like a Tokay vine, another a Zinfandel and another a Mission.

You would imagine that the vines, turned upside down, would appear odd, but, on the contrary, the effect is very artistic and decidedly effective, since care has been taken not to hide the natural wood of the vine, which harmonizes nicely with the golden brown oak staining that prevails in both rooms.

Mr. Goldman aims to popularize California wines and brandies and if we are any judge, he ought to prove very successful, for his store is excellently located and so refined and attractive in appearance that no woman need hesitate to enter.

# PHIZES

INTRODUCTORY SERIES; BUILDERS OF CALIFORNIA'S GREAT WINE INDUSTRY AND THOSE AFFILIATED THEREWITH. NEXT GROUP FEBRUARY ISSUE.



Clarence Jesse Wetmore

**P**RESIDENT WETMORE-BOWEN COMPANY, producers of Cresta Blanca wines, which company was formed in 1895. Mr. Wetmore was born in Portland, Me., August 21, 1851, and came to California in the year 1859. He obtained his education in the public schools of Oakland from 1860 to 1866, at which time he entered Brayton's school, remaining there until 1869, when he entered the University of California and graduated in 1873, with the title A. B., and three years later was given the title A. M. Mr. Wetmore was in the first class to enter the University of California, of which institution he was also the first scholar to sign the registry. He was the secretary and chief executive officer of the old State Viticultural Commission and has been most influential in bringing Cresta Blanca and California wines to the front, they under his management having received one grand prize and twenty gold medals from all parts of the world.

Mr. Wetmore is a member of the Bohemian Club, the Union League Club, University of California Club, Army and Navy Club, the Press Club, Botany and Commercial, as well as the Jonathan and Rotary Clubs of Los Angeles; while he is also ranked in the rosters of the Rotary, Athenian and Country Clubs of Oakland, of which city he is a resident, although his place of business is in San Francisco.



Andrea Sbarboro

**M**R. ANDREA SBARBORO was born in Acero, near Genova, November 26, 1839. Acero is the greatest wine producing district of Sunny Italy. Arrived in San Francisco in 1852 where he has since been prominently identified in the viticultural interests. In the course of years and noting the possibilities of the State of California as a grape growing country, Mr. Sbarboro in 1881 founded the Italian-Swiss Colony, through which employment was furnished for many Italians, the majority being expert and practical grape growers and wine-makers, thus tending to a development of this great industry in California.

Mr. Sbarboro organized the first Grape Growers' Association of California of which he was made president and which tended to bring the market to living prices for the farmer. Through his intimate knowledge of the viticultural interests of California was most influential on his visits to Washington in preventing the passage of the bill prohibiting the transportation of liquors from a free State to a prohibition State.

In 1875 Mr. Sbarboro organized the West Oakland Mutual Loan Society and later four other institutions of the same class. In 1889 he organized the Italian-American Bank and was for ten years president of the Manufacturers' and Producers Association of California as well as being one of the promoters and the first chairman of the California Promotion Committee. He is a member of the San Francisco Clearing House, as well as of several clubs and benevolent societies.

## Banqueters Grilled for Slighting State

**T**HE committee that arranged the Hearst banquet, tendered by the board of directors of the Panama-Pacific Exposition, was bitterly arraigned at a stormy meeting of the Home Industry League of California in the Palace Hotel. It was only with difficulty that a resolution asking every member of the League to eschew future banquets was temporarily sidetracked.

Fifty members of the Home Industry League attended the banquet. The storm began during the banquet, when articles taken from the tables were passed to officers of the league, who were present, with notations that they were made elsewhere than in California.

These notes were read by President A. C. Rulofson at the league meeting. Rulofson said that there was a marked effort

to avoid California-made goods and to suppress every mention of California on the bill of fare, where mention even of our wines was not made.

Frederick C. Parker condemned the action of the banquet committee. "It is time to practice what we preach," said Parker. "Either the Home Industry League must stand by its principles or it should go out of business. I believe that every person attending the directors' banquet would have been glad to have had the affair distinctly Californian, as the nature of the reception to Mr. Hearst was intended to be."

President Rulofson announced that while California was vigorously avoided in the menu, the following articles were features of the banquet: European mineral water, Turkish and Austrian cigarettes, Michigan salt, Swedish matches, New York cigars. Rulofson said he had asked a waiter regarding the origin of the salt used and learned it came from Michigan.





Chevalier Pietro C. Rossi, Deceased

**M**R. P. C. ROSSI was born in the vicinity of Turin, Italy, in 1855. He received his early schooling in common schools, then attended college where his principal study was chemistry; graduated in 1875 in which year he came to California and in San Francisco opened the Rossi Drug Store on Montgomery Avenue.

Mr. Rossi, as a boy, during his vacations, which usually occurred in the vintage season, spent much of his time among the vintyardists and wine makers, continually gaining knowledge of the industry, which had a great attraction for him. He finally became associated with the Italian-Swiss Agricultural Colony in 1881 and owing to his technical as well as practical knowledge of the wine growing industry was soon elected as president thereof, which position he held until his untimely death, which occurred at Asti, California, on Sunday, October 8, 1910.

In addition to a knowledge of the wine industry, Mr. Rossi was gifted with a wonderful palate, which is of so much value to a wine grower, thus being able to create some most excellent wines and helping largely in that and various other ways to the growth of the industry in the State of California. He was the first to produce a domestic champagne that has been pronounced by competent judges to be equal to the best European brand.

In recognition of his charities and kindnesses extended to his countrymen, King Victor Emmanuel III conferred upon Mr. Rossi in the year 1907 the title of Chevalier of the Order of the Italian Crown.



Mark J. Fontana

**P**RESIDENT ITALIAN-SWISS COLONY, succeeding Mr. P. C. Rossi, deceased.

Mr. J. Fontana was born in Italy, in 1849, but gained his education in the common or public schools of New York City. He came to San Francisco in January, 1868, at which time he identified himself with the fruit and produce business. In 1882 Mr. Fontana entered the canning industry and is now the head of the California Fruit Canners' Association, the largest concern of its kind in the world. He is also prominently identified with the Italian-Swiss Colony, the California Wine Association, E. B. and A. L. Stone Company, and the Italian-American Bank.

Mr. Fontana was the first president of the Italian-Swiss Colony, and one of its founders. He was a member of the Board of Supervisors for two years, 1897 to 1899; is a member of the San Francisco Commercial Club, Olympic Club, as well as various other clubs and societies of the city of San Francisco, of which he is a resident.

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The Criterion Publishing Company of Chicago, Ill., inform us that Mida's Directory of Wholesale Liquor Dealers, Distillers, Importers and Wine Growers is now out of press and ready for delivery at \$10 per copy. The directory is a highly valuable one, and the price is certainly reasonable when you consider the character and volume of work compiled. We have not seen it, but it goes without saying that the last issue is still better than its predecessor.

Messrs. Martini & Rossi, of Turin, Italy, did not compete for a prize at the International Exhibition of Turin, in 1911, owing to the fact that the senior member, Count Theophile Rossi, Senator and Mayor of the City of Turin, was the vice-president of the executive committee, and the other members of that firm, Messrs. Caesar, Ernest and Henri Rossi, were members of the international jury, and were, therefore, declared ineligible to compete. Notwithstanding the above facts, the jury decided to give the firm of Martini & Rossi, as a proof of their high consideration, and in appreciation of their world-wide fame, a special gold medal of the Italian Department of Agriculture, Industry and Commerce, which is the highest possible award given in Italy in the fields of Commerce and Industry. They have obtained the Grand Prix at the International Exhibition of Roubaix (north of France) in 1911.

Mr. Carl Krug, son of the late Charles Krug, one of the California pioneer wine men, died on December 28th in this city, aged 37 years. He was born at the vineyard near Napa, and leaves a wife and infant daughter to mourn his loss.

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The new liquor ordinance at Calexico was recently read before the Trustees. It specifically prohibits the sale of so-called two per cent beer, Digesto and other light malt drinks. The majority of the Trustees are said to be in favor of its passage.

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Under the laws of the State of Victoria, Australia, ninety-nine hotels have been closed during the past year. The drink bill, however, instead of decreasing, shows for the same period an increase of £400,000.

# OF INTEREST TO RETAILERS

## Reform of Saloon Must Be From Within

**EDITOR WOOD:**—In response to your letter of the 15th inst. asking me to write something for your annual edition, I have this that I should like to say to every man in the liquor business throughout the United States:

The hour of twelve has struck for the liquor business that disregards the public welfare in any respect. This kind of place must close its doors. And what is more, the reputable retail liquor dealers of the country are going to be the leaders in a nation-wide movement for real temperance.

The ideas I am about to advance do not constitute a fad or fantastic dream. They are merely business principles which any good business man must realize will eventually prevail. The retail liquor dealer stands higher today in popular estimation than he has ever done. The reason for this is that he has taken the first steps toward placing his business upon a footing with other business enterprises.

A business man would not think of starting an enterprise that created a public hazard. The liquor dealers must see that their business does not create a menace to the public welfare. Is there any liquor dealer who says this can not be done? Then he agrees with the absolute prohibitionists and should get out of the business.

There are two general charges against the liquor business—that it causes inebriety and poverty. I maintain that it is the liquor dealers and not the prohibitionists who must see these menaces to the public welfare removed. A reputable liquor dealer does not create these hazards. It is the man who goes into the business for the purpose of preying upon society. Neither the brewer, the wholesale liquor dealer nor the fellow retail dealer should consider for a moment the encouragement or protection of a business house which permits intoxication or willingly draws its revenues from funds which should rightfully be devoted to feeding and clothing women and children.

The people of Los Angeles have recently placed the liquor dealers of this city under special obligation to see that the business is conducted upon these lines. An open fight was made against those manufacturing, selling, owning or using liquors. It was the first time the women had voted. The prohibition ordinance was defeated three to one.

Why did the best women and the leading business men of our city defeat the ordinance? Because they believed that the retail liquor dealers of the city are honorable men who desire to place their business upon a thoroughly reputable basis. We cannot forfeit their good opinion by conducting our business now so that the Police Commission or the police force must keep an eye on us. I, for one, believe in conducting my business under stricter and more effective rules and regulations than could ever be put into a city ordinance.

The retail liquor dealer can eradicate drunkenness more speedily than any other agency I know of. He knows where the drunks come from. He knows also that a majority of drunks are repeaters. From long observation and experience we all know that these unfortunates go often through the police courts and over the rock pile, coming back if anything a little more likely to commit excesses in their regained sense of liberty and freedom. These are sick men. They should be taken care of until they get a chance to start out right. The liquor dealers should take care of them instead of turning them over to become

a burden to the public with a consequent feeling of hostility toward society.

Suppose a drunkard is taken care of and put upon his feet by the liquor dealers of a city. They tell him that if he ever enters a saloon in that city in an intoxicated condition he will lose the privilege of ever buying another drink over the bar. The result is that a man will know he must keep in good standing or he cannot even patronize a saloon or associate with the decent men who meet there. The "bum" will not head for a saloon because he will know he is not wanted there.

In order to accomplish this result the liquor dealers of a city must take it upon themselves to eliminate the "place-next-door." As long as there is a place next door where the man who should not have liquor can get it we cannot do much. But when we have made it clearly understood that only clean, upright men can get a license in our city and that we must stand together for the reputable character of our business, then we have solved the problem that has caused so much agitation and concern to every good member of our liberty-loving American society.

This is by no means idle talk or the happy philosophy of a man gone-a-fishing. There is a movement on foot, with a powerful element behind it, to make an issue with the retail liquor dealers of this very question. It is to have headquarters at Washington, the capital of the nation, and from there to extend its influence to every city and town of the nation, be there one license or a thousand. Its object is to make the saloon a respectable and safe institution. The liquor dealers propose to make their business legitimate from within instead of having the pressure from outside, and they propose to have the regulation of their business policed and financed from within instead of from the public treasury against which they have no just claim.

No class of men is better equipped to do public service than the retail liquor dealers. They know men, from the top of the scale to the bottom. They know men at times when they have laid aside their money-grubbing and are free and open-hearted. They know men when they are reckless and extravagant. They come into more familiar touch with their patrons than almost any other class of business men. Suppose we had a liquor commission in a city, composed of men sincerely interested in placing the business upon the highest basis possible, men who believe in real temperance and personal liberty so long as it does not interfere with public welfare? They could do more for "drunks" and poverty-stricken families of inebriates than any police force or court that was ever established and they could and should do it without expense to the public.

Walk into any well-regulated saloon today. The business is conducted upon lines such as I have suggested. The drunk is informed that he is not wanted there. The man who is known to be spending money which is depriving his family of necessities is not encouraged to spend his money there. The liquor

HOUSE FOUNDED 1853.

## BANK EXCHANGE

Back at the same old  
stand; same old goods;  
same excellent service.  
The fire did not get me.

I import  
Famous Old Campbelltown  
SCOTCH WHISKY  
Pisco de Italia, Madeira  
Wine  
Sazerac de Forge & Sons'  
Brandy  
DUNCAN NICOL

S. E. CORNER MONTGOMERY AND WASHINGTON STS.  
SAN FRANCISCO

Established 1860

**"GIBB'S SPECIAL" BOURBON****1844 GEARY STREET****Tel. West 7616****Home S 3223****SAN FRANCISCO, CAL.****AMERICAN BRANDY**

FINEST IN THE WORLD

**THE KIRBY DISTILLING CO., Inc.**

FOWLER, FRESNO CO., CAL.

Makes a Specialty of PURE GRAPE BRANDY, and Making NO WINE has NO WASH OR SOUR WINE TO PUT INTO BRANDY. Our Stills are Known as Numbers 263 or 357 First District, California. These Numbers ARE BURNED on the GOVERNMENT or STAMPED HEAD of EVERY PACKAGE, there being No Other Genuine "KIRBY BRANDY."

SOLD ONLY IN CARLOAD LOTS TO THE TRADE  
CORRESPONDENCE SOLICITED

**The Lake County House****Middletown, Lake County, California**

Under New Management

Personally conducted by BERT. LEVY, Proprietor

Special attention given to auto parties and tourists.  
Low rates to winter and summer guests.

First-class rooms and board.

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*The*  
**Davis Buffet****Bonded Goods and Mixed Drinks**

OUR SPECIALTY

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DOUGLAS 5351

272 MARKET STREET  
N. E. COR. DAVIS

**JAS. P. DUNNE****1 STOCKTON ST.****SAN FRANCISCO**

For explanation go to

**Thos. J. Walsh  
& Co.**

346 Pine St., at Leidesdorff St.  
Formerly 733 Market and 15 Powell St.

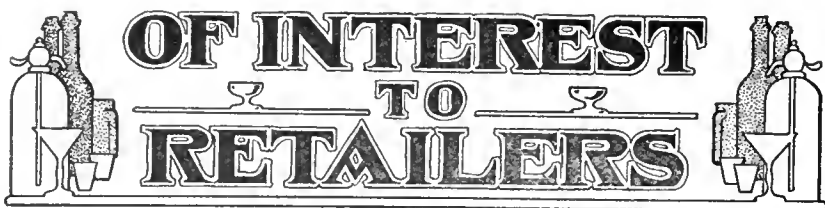
Bar Supplied with Standard Brands of  
**WINES AND LIQUORS**

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HOME C 1366

**The Chronicle Bar****6 Kearny****San Francisco, Cal.**

P. W. WOBBER, Proprietor



### Reform of Saloon Must Be From Within

(Continued from page 30)

dealers of the country, and the majority of them are square and upright citizens, can bring such force to bear so that every saloon will be conducted upon these lines. Then there is no "house next door," no place where the victims of drink can go. These unfortunate men will not be kicked out into the street and turned over to the comforts of a cell, but will be taken care of and made to understand that they can only enjoy the privileges of personal liberty when they conduct themselves so as to deserve it.

So far as I can see or reason in regard to the entire liquor question, the liquor dealer who is not for such a movement courts prohibition and blind-pigs, and the man who is for it places himself upon a basis where he can play his part fearlessly and openly as a useful American citizen and take a pride in being a factor in a reputable business.

Now, Friend Wood, it was not our intention to open up on this project at the present time, but since you made the request for something for your retail columns, and also as your paper is the legitimate representative of our business in all its different phases, I determined to use the above, touching lightly upon it only, thereby giving all of our people interested food for thought. I will say further that it is not a question of what might be, but what is *going to be*. It is only a question of where to make the initial start.

Trusting this will be accepted by all in the spirit it is intended, I am,

Yours respectfully,

ROL. KING,

Hollenbeck Hotel Bar, Los Angeles.

### "Le Chat Noir"

SAN FRANCISCO, "loved around the world," has been the recipient of many complimentary titles, among which is "The City of Restaurants," and it is our belief that when the crowd comes to the Exposition this will be endorsed as most applicable. Among the many estimable establishments now making the hungry man's mouth water we desire to call attention to the excellence, both in cuisine and service, of the "Original Coppa Restaurant," otherwise "Le Chat Noir." This truly epicurian establishment is located on Pine street, between Montgomery and Kearny, and is one of the best known and liked French restaurants in the city. The reasons for its popularity are not far to seek. The daily menus are well chosen, admirably cooked and suitably served, Mr. Coppa himself looking after the wants of his guests. He shines as a host because he is a skilled restaurateur, one who has the art of catering to that part of the public possessing sufficient discernment of the palate to know and appreciate a well-cooked meal. Therefore his \$1 table d'hôte dinner is esteemed one of the best meals served on the Pacific Coast. Dr. Wiley, the scientific chemist of the United States Agricultural Department, holds that a palatable meal is the easiest of digestion. Therefore such a restaurant as that presided over by Mr. Coppa is in reality an aid to digestion and a promoter of good health.

Who, among the good livers in this city, does not know "Matt Grimm's," 130 Leidesdorf street, at the corner of Halleck? It is most certainly as well known and appreciated as any other first-class retail liquor establishment, and is one of the best patronized. Although genial "Matt" himself is no more, under the management of his brother, Adam Grimm, this splendidly located saloon continues to flourish. In the middle of one of the most prominent business districts, it appeals by the quality of its wines and liquors, the excellence of its service, and the refinement of its surroundings to the best class of customers. No one can enter its doors without appreciating the excellence and artistic beauty of its appointments. Good taste prevails throughout and the eye instinctively turns to the several works of art, while comfortable alcoves with inviting seats enable the visitor to enjoy his favorite bracer, and take a needed rest before again joining the busy throng in the city's streets. Quick and good order reign supreme, and a visit results in a renewal of energy for the day's work. This is what makes Matt Grimm's popular among so many of San Francisco's leading men.

The public is told by the proprietor of Friederich's Cafe that nothing but the best is to be obtained at that excellent establishment, which still occupies its old location at 310 Montgomery street. True, the old shack which housed it immediately after the fire has given place to the handsome brick building with stone facings, built expressly for it, and which is a credit to the street. Such a well-managed establishment as that owned by Mr. Friederichs well deserves its new and handsome home where it is hoped it will continue to thrive. As of yore, everything to be found therein is excellent, be it liquor, lunch or those other accommodations which go to make up a really comfortable and restful saloon. Seated boxes, divided off in such a manner as to give some privacy in a public place, prove inviting for a pleasant chat or business talk, and at lunch time are a real blessing to tired guests. Altogether, not forgetting the handsome bar and fittings, everything is in good taste, attractive, and so arranged as to insure the ease and pleasure of the customers.

The Becker Brothers' handsome and commodious saloon, The Waldorf, may be considered a connecting link between San Francisco and Los Angeles. The enterprising proprietors have two establishments in the Angelic City—The Waldorf at 13 South Broadway and The Waldorf Annex at 521 South Main, which are of the best liquor establishments there. The Waldorf in this city is at 648 Market street, opposite the Palace Hotel. It is considered as new San Francisco's finest buffet, and acts as a good advertisement, as many visitors at that renowned hotel walk across Market street and partake of the good things, liquid and solid, dispensed there. Thus they are enabled to learn how the business of catering to the public is carried on in this city's up-to-date saloons, equal to, if not surpassing, any similar establishments in the world. The REVIEW has often called attention to the artistic beauty of the fittings, and the unsurpassed liquors of The Waldorf, all of which will, we feel sure, when San Francisco puts on her gala dress to receive her guests in 1915, prove a pleasant surprise to all comers. Becker Brothers deserve great credit for supplying San Francisco with so characteristic and well managed a place of entertainment.

Among the imported whiskeys that are making great headway in this market there is none that is meeting with greater favor than the Canadian Club. The whisky is a characteristic one and has an individual flavor. It is largely a highball beverage and in that form its consumption in this market is rapidly growing. It has also the important merit of guaranteed age and once its friend, always its friend.



# THE WALDORF

136 South Broadway  
Opposite Mason Opera House  
LOS ANGELES, CAL.

# THE WALDORF

BECKER BROS. Proprietors

648 MARKET STREET

NEW  
SAN FRANCISCO'S  
FINEST BUFFET

OPPOSITE  
PALACE HOTEL  
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# THE WALDORF ANNEX

521 South Main St.  
Next do r, Peoples Theatre  
LOS ANGELES, CAL.

Our Bar Whisky, "**OLD JORDAN**"

ELEVEN SUMMERS OLD

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San Francisco's Most Magnificent Bar

CHOICEST IMPORTED GOODS AMERICA'S FINEST WHISKIES

**10 THIRD STREET**

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**Matt. Grimm**

130 Leidesdorff Street

Corner Halleck  
Bet. California and Sacramento Streets

Fine Imported and Domestic  
Wines and Liquors

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For Everybody  
Who Likes

*Good Things*

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**THE  
Yellowstone**

22 MONTGOMERY ST.

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HOT LUNCH FROM 11 TO 2

MADE IN TAMPA

**EL PALENCIA HAVANA  
SEGARS**

ACKNOWLEDGED BEST OF THE BEST

Preferred by particular people who appreciate the comfort and satisfaction of a perfect Havana Segar.

**Boltz, Clymer & Co.**

SAN FRANCISCO, CAL.

TAMPA, FLORIDA

# OF INTEREST TO RETAILERS

Oldest Saloon West of the Mississippi

THE disastrous fire of 1906 destroyed many of the old landmarks of San Francisco's early days. One of the last, and certainly one of the most prominent, is the first fireproof building ever erected in this city—Montgomery block, built in 1852. In the '50s, '60s and '70s this old building housed almost as many members of the San Francisco bar as the Mills building does to-day. On the southeast corner of Montgomery and Washington streets was the "Bank Exchange," the place where the wits of those days most did congregate, and whose hospitable doors have stood open for more than half a century. Duncan Nicol, the proprietor, has been the man in possession for the past thirty years, and carries on business in the old style at the old stand, the only remaining establishment which was running before "the days of gold, the days of old" had disappeared forever. Here, surrounded by the best of liquors, Duncan receives his many friends and customers, and dispenses his famous Pisco and whisky punches. Here the tourist and the new arrival journey to see what San Francisco was like "before the fire," and here congregate the remnant of a past generation, who love nothing better, while enjoying Duncan's good cheer, than to spin yarns about the time when old Montgomery block was the hub upon which San Francisco turned and Montgomery was the principal street in the city.

Thos. J. Walsh & Co. at 346 Pine street, corner of Leidesdorf, certainly enjoy a most favorable location for their business. When the new United States Treasury building is erected and the city again fully built up in this neighborhood, the location which is good now, will then be all that competent retailer, "Tom" Walsh, can wish. Tom understands his business—no man better—and his establishment is in every respect suitable to the customers to whom he caters. Quiet, comfortable and well equipped, it is the acme of perfection in the quality of the liquors or the nice snack on the lunch counter, to attract the lawyer or other business man from the Merchants' Exchange or the busy stores on California street. For a cozy chat and a nice drink there is not a place in town better suited than Tom Walsh's. He is a fisherman, a lover of the rod, the reel and the running river, and therefore his place of entertainment is restful, quiet and attractive to those who study refinement and ease.

H. P. Anderson, proprietor of the Cutter, at 709 Market street, in the Call Annex building, is to be congratulated upon his success in building up one of the best saloon businesses to be found upon San Francisco's principal thoroughfare. His personality is such that he makes many friends and turns the transient customer into a regular patron of his well-managed and comfortable establishment, where everything is done to give satisfaction to his guests. In fact, those who know Mr. Anderson best are his warmest friends. Noon finds a savory hot lunch on the table, which is well patronized by his neighbors, while the barkeepers are kept busy all day long in serving the best the market affords to the customers who drop in for a little liquid refreshment. In fact, the Cutter finds its trade rapidly increasing and if the daily crowd which passes its door will take

a straight tip from the REVIEW and sample the eatables and drinkables to be found there, they will be forced to admit the excellence of their entertainment. In our belief, it is impossible to find better, search where you will.

One of the most unique houses of entertainment to be found in San Francisco is the Market Cafe at 540 Merchant street. The proprietors, Gonaillhardon & Rondel, have proved themselves excellent purveyors to the wants of the public, and for many years have provided a first-class luncheon for all those who have sufficient sense to enjoy the good things of this life. So successful have they become in catering to the educated appetites of their fellow citizens that the Market Cafe draws its patrons from all parts of San Francisco, and should properly be called "The Epicure's Delight."

Gonaillhardon is the chef, while his genial partner, Rondel, presides behind the bar, which is packed with all manner and kinds of wines and liquors. Delicious soup, fish fresh from the sea, cooked to a turn, a tasty entre and satisfactory roast, washed down with claret, and followed by "coffee royal," make a meal which old man Rockefeller would give half his millions to enjoy, and it can be partaken of daily at the Market Cafe for the small sum of 50 cents. It is such excellent provision for the inner man at reasonable prices that makes San Francisco stand alone in the matter of good eating and earned for it the title of the "Paris of America."

Telegraph Hill and the northern end of the city thereabouts has for many years been the home of the sons of sunny Italy, who, to their credit be it said, were among the first to rebuild after those terrible days in April, 1906. To them San Francisco owes many prominent business men, among whom is James Raggi, who for many years has carried on a wholesale and retail liquor business at 624 Montgomery street. Mr. Raggi has become very popular not only with his own countrymen, but also with men of other nationalities throughout the city. His handsome saloon is filled with a large stock of domestic and imported wines and liquors, and because of his personal courtesy and good management it has become one of the best known and liked in that portion of the city. Recent alterations have greatly improved the premises, and there can be no doubt that the coming year will see a still further increase of the already large business done by the handsome and genial proprietor.

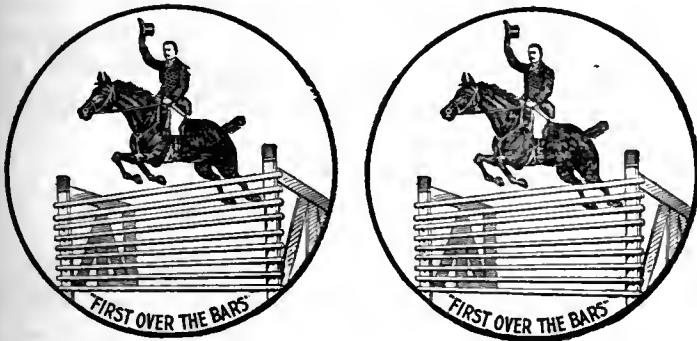
Shakespeare asks, "What's in a name?" In his time that might have been a sensible question, but at the present day a name stands for much, as many people have found out who have placed their signature on the back of notes. It also means much in business lines, for instance, in the case of James P. Dunne, whose advertisement in this paper reads, "Jas. P. Dunne, 1 Stockton street, San Francisco." In this case, the advertiser knows that his name alone is sufficient to draw trade and that the general public is well aware that he is keeping a first-class saloon at 1 Stockton street. It is therefore evident that Mr. Dunne's name in this particular is a very valuable business asset, and that he knows from experience that above a saloon it will draw the crowd. And it does. He is a first-class retailer, who by his knowledge of the liquor business and human nature has made a great success, and his name stands for all that is good in the liquor traffic. So all that the public wants to know is "Jas. P. Dunne, 1 Stockton street, San Francisco."

**LASH'S BITTERS**  
TONIC LAXATIVE

No Whiskey as good at a lower price  
None better at any price

# HUNTER BALTIMORE RYE

Guaranteed Under the Pure Food Law



Wm Lanahan & Son, Baltimore, Md.

## Market Cafe

GOUAILHARDOU & RONDEL  
Proprietors

540 Merchant Street  
SAN FRANCISCO

"Coffee Royal"  
A Mighty Bracer

Hot Luncheon  
At 11 A. M. Daily

Nothing But the Best at

## Friedrichs' Cafe

310 Montgomery Street

## OLD I. W. HARPER

IS THE WHISKEY WITH THE  
DELICIOUS "FAREWELL."  
ITS WONDERFUL TASTE IS  
A FAIR CRITERION OF THE  
ALL-ROUND EXCELLENCE  
OF THIS MOST FAMOUS  
BRAND.

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**JAMES RAGGI,**  
**WINES AND LIQUORS.**

624  
MONTGOMERY  
ST.  
SAN FRANCISCO, CAL.

H. P. ANDERSEN, Proprietor

## THE CUTTER

709 Market St.  
Call Annex Bldg.

Phone Douglas 2954  
SAN FRANCISCO



Perhaps the Yellowstone Saloon at 22 Montgomery street is one of the best known in the city—certainly to the business men of the downtown section. Its location, a very short distance from Market street, is hard to beat, while its management by James Twomey and Ed Borremans leaves nothing to be desired. Given, therefore, a first-class saloon in a good location, run by popular men, who thoroughly understand their business, and you have a combination that cannot fail to produce the desired result, viz., a successful business. The proprietors boast that the Yellowstone is the headquarters for everybody who likes good things, and to judge from the crowds who patronize it they certainly cannot be far wrong in their assertion. A well-cooked and appetizing lunch is always on hand, and this, joined by the liquid attractions of the bar, where none but the best wines and liquors are handled, account for much of the popularity of this well-managed establishment. Besides this, it has become a noted house of call, where everybody who is anybody meets everybody else. It is therefore a case of habit to drop in and take a drink at the Yellowstone.

"Ben" Jellison must by this time be the dean of San Francisco saloon keepers. Everybody likes him and the public respects him because the establishment he owns is an example of what a saloon should be. The law is carried out to the letter, and if his methods of doing business were more generally followed, prohibition agitators would be unable to find that "awful example" they are always looking for and talking about. No city in the world has more respectable and law-abiding retail liquor dealers than San Francisco, and Ben Jellison's place at No. 10 Third street bears the character of being one of the best of them. For the above reasons Mr. Jellison is successful in his business, his friends are many, and his customers so numerous that his saloon may truthfully be said to be one of the most popular in the city. At No. 10 Third street there is no incentive to call for case goods, for that noted brand, "Old Jordan Whisky," some ten years old, satisfies all patrons of straight goods. It is his boast that he gives his customers the best the market affords. His motto: "Choicest imported goods and America's finest whiskies," is lived up to, and the public retaliates by patronizing him.

### Famous Old Hoffman Cafe

The Hoffman lunch, grill and wine rooms are so well known and so widely patronized that a notice of their high character is but little needed in this community. The Hoffman is located on Second street at the corner of Stevenson, only a few doors south of Market street, but sufficiently far from that busy avenue of traffic to insure quiet and rest to its great number of patrons, when they drop in for lunch or a little liquid refreshment. Needless to say that both eatables and drinkables are all that can be desired, and the service and everything connected with the establishment most acceptable. That the public is well aware of these facts is amply proved by the large crowd to be found there during the lunch hours—11 a. m. to 2:20 p. m. The Hoffman is owned and run by a company of which Sam T. Bernard is president and "Joe" Zanetta secretary. To the efforts of these gentlemen must be attributed much of its success. It makes fine goods a specialty, and behind its bar are some of the cleverest mixologists to be found in San Francisco, where bartending may be said to be a fine art. So with the best of liquors well handled and a recherche lunch well served, the Hoffman is, and always has been, one of the best and most popular cafes in the city.

### The High Cost of Dying

THERE are men who argue that living is high, but they might try dying. A live man gets shaved for 15 cents, but a dead one pays \$1 and never kicks. A good kersey overcoat costs \$25, but a wooden one costs \$100. A grave digger will plant potatoes for 25 cents an hour, but for planting you he gets ten times as much. A carriage to the theatre costs \$2, but one to the cemetery costs \$5. You can fill your hide to bursting for 50 cents, but an embalmer gets \$15 for the job. Come to think of it, there are lots of things left to live for in this world, despite the high prices and the contrary weather.

What can be done by good management in the saloon business is very clearly demonstrated by the success of W. F. Roeder, of 834 Market street. His saloon has all manner of competition, which affects him no more than the proverbial water is said to discommode a duck. He has his regular and transient custom, as have all the reputable establishments on San Francisco's main thoroughfare, but Roeder is one of the favored ones who know how to cater to the crowd. Go there when you will, the place is full and the barkeepers busy. Of course he keeps the best in the market and mid-day sees an appetizing lunch spread for his customers. In the case of Mr. Roeder he is much liked, knows his business and attends to it.

WE HAVE NOTHING TO OFFER THE TRADE, EXCEPT

**Fine Goods, Square Prices  
Honorable Dealing**

SOLE AGENTS AND DISTRIBUTORS  
OF THE CELEBRATED

**"Castlewood" Bourbon and Rye**

**CARTAN McCARTHY & Co.**

Established 1873

IMPORTERS AND WHOLESALE

Telephone Kearny 3688

**LIQUOR MERCHANTS**

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**SAN FRANCISCO**



SAM T. BERNARD, Pres.  
JOE ZANETTA, Secy.



FINE GOODS A SPECIALTY—  
MERCHANTS LUNCH 11 A.M. to 2.30 P.M.

## "The Cabin"

### PURE GOODS

105 Montgomery St. : : : Near Sutter St.

"Only the Best the Market Affords,"  
Cuisine and Service Excellent

ALL ALE AND  
PORTER DRINKERS

Should call for the celebrated

## Burnell's Ale and Stout

Brewed from the Best Malt Hops  
on the Market and used by all the  
Leading Clubs, Hotels and Bars

Obtainable through any Grocer or  
Liquor Dealer, or direct from

### Albion Ale and Porter Brewery

INCORPORATED

494 O'Farrell St.

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San Francisco

## W. F. ROEDER'S CAFE

834 Market Street

Opp. Emporium

San Francisco



J. COPPA, Proprietor

Pine St. Bet. Montgomery  
and Kearny

ORIGINAL

## :: Coppas :: Restaurant

Music Evenings

SAN FRANCISCO

## ESCALE'S

California's Most Famous Road House  
Midway of Sausalito and San Rafael

Finest Wines and Liquors  
SERVICE UNEXCELLED

Evergreen Private Arbor-Booths  
Shuffle Board Salt Water Bathing  
Boating Refreshments

N. BIEGEL,  
Proprietor  
Escalle, Marin County  
California

THE OLD RELIABLE

1871 GATO 1871

## CLEAR HAVANA CIGAR

S. BACHMAN & CO. (Inc.)  
DISTRIBUTERS

## Manufacturing Cream of Tartar at Asti

BY HORATIO F. STOLL.

IN the modern wine plant absolutely nothing is wasted, and as a result the by-products represent a large share of the yearly profits. In showing visitors around the Italian-Swiss Colony's winery at Asti, I have often heard the officials remark that the only thing not utilized is the "squeeze," an amusing adaptation of the Chicago packing house expression that the one thing lost there is the pig's squeal.

Of course, wine is the Colony's principal output at Asti, but if you will follow the work there, you will find that it is by no means the only profitable product manufactured. After the grapes have been crushed, the juice is allowed to ferment in open or closed tanks as necessity requires. When the first fermentation is completed, the virgin fermented juice or wine is drawn off from the pomace, which consists of the stems, seeds, skins and pulp, and this pomace is then pressed in order to extract all the wine. But as no press, no matter how perfect, is capable of extracting all the juice, considerable remains in the pomace, which, if it were thrown away, would result in a loss of quite a little wine.

Therefore, this pomace is carted on small wagons, drawn on rails, to the distillery near by, and by means of an elevated shaft is conveyed to the top of the specially designed building.



Unique Concrete Crystallizing Vats at Asti.

It is then placed in wooden tanks, especially constructed, water added, steam injected, and the pomace is made to boil. The spirit is thus removed and constitutes what is known as pomace brandy.

But during the boiling, another very important substance has gone into the solution, which, if recovered, represents a very valuable product. This is cream of tartar, a product of which the average layman knows very little, although it is a component part of baking powder, which the housewife continually uses. It is a white crystalline compound of tartaric acid and potassium. It constitutes the chief commercial source of tartaric acid and its compounds and is used in medicine to some extent. The best baking powders consist of cream of tartar, mixed with sodium bicarbonate in the proportion of the relative molecular weight of the two substances. The salts do not act upon each other when dry, but when moistened they combine to produce the normal tartrate of potassium and sodium with the formation of water and the liberation of carbon dioxide gas. The carbon dioxide gas that is liberated in the reaction is retained by the dough or batter with which the baking powder is mixed and serves to make it light.

While the above digression may seem somewhat out of place, I mention these facts, because so many people use baking powder without for a moment realizing from what it is derived.

Cream of Tartar is obtained in the winery from argols, a term applied to the crude acid tartrates of potassium as deposited on the sides of the vats in which wine is fermenting. They exist in the grapes from which the wine is made, but are

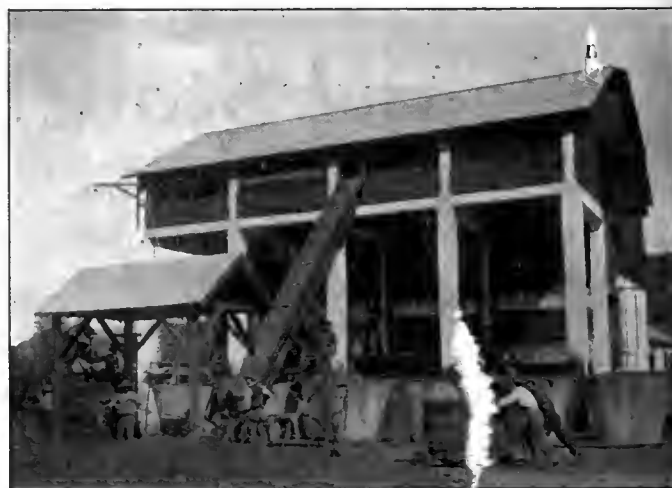


Cream of Tartar Crystals Adhering to Whisks of Hemp.

precipitated from the solution in the vats by the alcohol formed during the fermentation. Like many other precipitates, argols bring down more or less of the coloring matter in the solution from which they are deposited, and are white or red according to the color of the wine from which they are made. When purified by re-crystallization from their solution in hot water, the argols are known in commerce as cream of tartar.

As obtained in the winery, cream of tartar exists in various states of purity. By far the purest is that obtained by boiling the pomace or the "lees" of the wine. The pomace, upon being boiled, is allowed to fall into a wire basket on rails, while the solution containing the cream of tartar is run off by means of a trough into large crystallizing tanks or "flower pots" as they are frequently called by visitors to Asti.

These vats are made of concrete, and are four feet, six inches in height, nineteen feet top circumference and thirteen feet at the bottom. The hot liquid is run into them and is per-



Distillery at Asti.

mitted to stand without the least disturbance until it is as cool as the atmosphere will make it. During the chilling, which requires five or six days, the cream of tartar is precipitated. The crystals adhere to the bottom and sides of the cement

vats as well as to the whisks of hemp suspended from the center. When the liquid is thoroughly cooled, the hemp, covered with crystals, is removed and allowed to dry in tiers in the drying room. The cream of tartar adhering to the hemp attains a high percentage of purity, often reaching as high as 80 per cent to 90 per cent pure acid tartrate of potassium.

After boiling, the pomace is carted away and serves as a valuable fertilizer to the vineyard where are grown the grapes from which the wine is made, and thus we have a continual rotation.

It is estimated that about \$3,000,000 worth of cream of tartar is annually imported by the United States from France, Italy, and Germany, so there is no reason why the manufacture of cream of tartar should not prove an important industry in California.

### Two Noted San Francisco Resorts

In no other city that we know of is good eating and good drinking so closely connected as in San Francisco. Take, for example, the Cabin, at 105 Montgomery street, as an example of our meaning. At this favorite resort can be found the best the market affords both in solids and liquids, and the visitor who lunches there will find a very excellent menu of well-cooked dishes, liberal helpings of which will prove a blessing to a hungry man, a hearty meal, including drink, costing only 25 cents, but which would be cheap at twice the price. It is such luncheons as can be found at the Cabin which add to the fame of San Francisco as one of the cheapest and best places to live in all the world. The proprietors, Levy & Rowe, most certainly deserve the large and growing trade that they are enjoying, and their liberality in supplying the wants of their guests is meeting with a well-earned reward. Liquors, luncheon, service and cuisine, all join in building up this most satisfactory and successful business.

What man in the downtown business section of the city does not know the Chronicle Bar, for many years so successfully conducted by P. W. Wobber? Now that Mr. Wobber Sr. is enjoying a well-earned rest in the country, it seems an excellent opportunity to call attention to the sterling business characteristics of his son, Hugo, now managing the business. Courteous, genial and debonair, Mr. Wobber Jr. not only succeeds in holding together the excellent business built up by his father, but is making many new friends and adding most materially to the volume of business. It appears somewhat unnecessary to state that the quality of the goods handled by this first-class establishment is all that the greatest connoisseur can desire, and that the service is well worthy of the high character borne by this popular saloon. Its location at No. 6 Kearny street, only a few feet from the crowded and busy Market street, insures much transient custom, while the individual merits of the Wobbers—father and son—taken in conjunction with the excellence of the entertainment offered, guarantees a large number of regular patrons. So the Chronicle Bar prospers, and its business keeps pace with the growth of the city.

**LASH'S BITTERS**  
TONIC LAXATIVE

### French Connoisseur Praises Cresta Blanca Wines

THE high excellence of California wines is being recognized the world over wherever there are judges of fine vinous products. In speaking of this fact a local daily paper has the following to say:

"To several other French testimonials has just been added the experience in this city of a well-known wine merchant and connoisseur of Paris. His wine business is one of the most extensive in the French capital and his taste is declared to be most discriminating. While in San Francisco he visited all the principal hotels and restaurants, where he sampled various brands of California wines. He purposely refrained from going to the manufacturers themselves for fear he would be served with special vintages whereas he wanted to partake of and pass upon the regular bottlings that are served to all patrons.

"He was most impressed with the Cresta Blanca wines and offered to place with Wetmore-Bowen an order for their wines in bulk, his idea being to bottle them in France and sell them as French wines, knowing that they could not be marketed as American wines. He was told that the Cresta Blanca wines were sold only in cases, whereupon he gave an order for ten cases of assorted varieties of saunterne for use in his own home.

"He stated that it was his intention to show French wine merchants what was being produced in California, and he expressed the opinion that more was to be feared in the way of competition from the Cresta Blanca wines than from any other vintage."

### "For Quality Ask For Success Brand"



MANUFACTURERS OF

**HIGH GRADE  
FERTILIZERS**

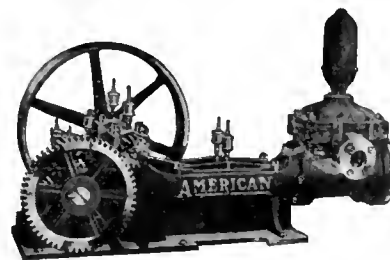
**PACIFIC BONE, COAL &  
FERTILIZING CO.**

617-619 Seventh St., San Francisco

Write for our Red Book

MENTION THIS PAPER

### MARSH and AMERICAN POWER AND STEAM DRIVEN PUMPS



**Wine Pumps  
Air Compressors  
Tank Pumps**

LARGE STOCK CONSTANTLY ON HAND

**SIMONDS MACHINERY CO.**

12 and 14 NATOMA ST., (near First St.) SAN FRANCISCO

# — MARKET — CONDITIONS

**DRY WINES:**—Exports of wines by sea for the month ending December 20, 1911, were 566 cases and 565,644 gallons, valued at \$202,778. Imports of wine were 1246 cases 22 octaves 2 hogsheads 32 casks 11 barrels and 1 butt; Vermouth, 1085 cases 10 casks 8 barrels.

**SWEET WINES:**—Production of Sweets in the First District during December totaled 1,183,574.34 gallons; in the Fourth District, 74,316.60, and the Sixth District, 376,001.08, making a total of 1,634,891.99 gallons.

**BRANDY:**—Production of brandy in the three districts of California during December totaled 486,476.9. Exports during the month were 75 cases 34,396 gallons, valued at \$12,401. Imports were 585 cases 36 octaves 40 casks 2 barrels.

There remained in bond on December 31, 1911, 2,996,469 gallons.

**WHISKY:**—Exports by sea were of nominal volume, the figures being 800 cs and 1417 gals, valued at \$8996. Miscellaneous exports were valued at \$14,296. Imports by sea were 6948 cases 627 barrels 53 casks 18 octaves 10 kegs and 1 hogshead.

**BEER:**—Exports by sea for the month were 192 packages, valued at \$1339. Imports were 612 cases 1117 barrels 572 half barrels 63 quarter barrels 80 casks 765 hogsheads and 1059 packages. These figures contained receipts from domestic ports. Of Stout there were 975 cases and 485 barrels and of Ale 190 cases and 120 barrels.

**IMPORTS BY SEA:**—Whisky, 6948 cases 627 barrels 53 casks 18 octaves 10 kegs 1 hogshead; Sake, 570 cases 1710 casks; Bitters, 525 cases; Beer, 612 cases 1117 barrels 572 half barrels 623 quarter barrels 80 casks 765 hogsheads 1059 packages; Champagne, 518 cases; Fruit Juice, 652 cases 12 casks; Grape Juice, 649 cases; Prune Juice, 5 barrels; Vermouth, 1085 cases

10 casks 8 barrels; Punch, 105 cases; Liquors, 397 cases 17 crates; Alcohol, 5 cases; Ginger Ale, 226 barrels; Stout, 975 cases 485 barrels; Ale, 190 cases 120 barrels; Spirits, 62 cases; Soda Water, 60 barrels; Rum, 50 cases 37 casks; Cordials, 50 cases; Wine, 1246 cases 22 octaves 2 hogsheads 32 casks 11 barrels 1 butt; Gin, 1366 cases 57 barrels 53 casks 10 octaves; Brandy, 585 cases 26 octaves 40 casks 2 barrels; Mineral Water, 2266 cases 210 casks; Cordials, 50 cases; Kummel, 5 cases; Root Beer, 717 cases.

**IMPORTS BY RAIL IN BOND:**—Champagne, 814 cases; Wine, 52 cases; Whisky, 10 cases; Brandy, 10 octaves.

## Oscar Krenz Copper Works Prospering

**O**SCAR KRENZ, president of the Oscar Krenz Copper and Brass Works, writes to the REVIEW as follows: "Like most of the San Francisco business houses we found 1911 a somewhat dull year, but upon making up our books we find the total result satisfactory. They show considerable brewery and distillery work done, and this company finds itself getting deeper and deeper in that line of work. We are glad to be able to report that such work has given satisfaction as far as heard from.

"The special feature during the past year has been the demand for big brewing kettles, as for instance the 500-barrel brew kettle for the Enterprise Brewery, the largest ever manufactured on this Coast, and the 300-barrel kettle for Walla Walla, Wash., now in hand.

Owing to the increase in our business we were forced to get new quarters at 431-441 Folsom street, the company now occupying 14,000 square feet of floor space. Considerable machinery has been added to our equipment, and a complete oil-burning system introduced. We believe that we are the first copper fitting shop to use oil, which has proved highly satisfactory. The result is that we are now in a position to do better work, and fill orders more promptly than before.

"I made an extended trip through the Northwest at the end of 1911, which has resulted in considerable new business for the company, much of which is now in course of completion.

"Looking forward to 1912 we find prospects very bright, and orders already booked guarantee a busy time. We note that the latest thing in winery appurtenances is the use of aluminum, which is found cleaner and more durable than copper for certain purposes.

"In conclusion, allow me to say that we believe that in all matters connected with wine making, brewing and distilling, a better advertising medium than the REVIEW cannot be found. Wishing you success, etc.

OSCAR KRENZ.

San Francisco, January, 1912.

E.O. SCHRAUBSTADTER

ESTABLISHED 1864

E.A. GROEZINGER

# A. FINKE'S WIDOW

## HIGH - GRADE SPARKLING WINES

809 MONTGOMERY STREET,

SAN FRANCISCO, CAL.

TELEPHONES: KEARNY 709

HOME C 3322



## Birthday Banquet to Well Known Maker of Wine Machinery



On January 17th the employees and friends of Edgar Tom Meakin, president of the Tonlouse & Delorieu Company, manufacturers of wine and oil machinery, gave that gentleman a banquet at the Cosmos Cafe in celebration of his thirty-seventh birthday. A most enjoyable time was had, and when the proper moment arrived Mr. A. S. Pare, who acted as toastmaster, presented Mr. Meakin with a beautiful bronze statue by the famous French artist Moreau, entitled "La Fer." The statue stands about three feet in height, is mounted on a marble pedestal, and shows a mechanic working at his anvil. This artistic design was much admired by all present, and Mr. Meakin was much moved by the warmth of the expressions which accompanied the presentation. Among those taking part in this pleasant affair, given in honor of a most worthy man and clever mechanic, were J. M. Ferguson, G. C. Carn, H. C. Walker, H. C. Hauhold, G. Sorge, W. Meakin, L. C. Gunn, C. Nelson, J. M. Delorieu, A. S. Pare, and last, but by no means least, the much-liked guest of the evening, E. T. Meakin.

We herewith present a picture of the handsome present.

One of the most popular cigars on the market among the high-class smokers is the "Gato"—a clear Havana cigar with a delightful flavor, as well as a free smoker. You would have to travel a long way to beat the regular 12½-cent Gato. It is to be found at all first-class cigar stands.

## Predicts Prosperous Year

San Francisco, Jan. 12, 1912.

PACIFIC WINE AND SPIRIT REVIEW, City. Gentlemen:—Replying to your communication of the 10th inst., asking for our views on trade conditions, future prospects, etc., we must admit of a steady and continual increase in our business and we believe that the other wine firms have done proportionately as well. Our sales for the year just ended have exceeded those of previous years by fully twenty per cent, and there is every indication that this coming year will also prove a good one for the wine trade.

There is a constant increasing demand for good wine. Our business was formerly practically confined to the sale of Clarets, but during the past few years we have been called upon to supply a portion of the growing demand for Zinfandel, Burgundy and a good grade of White Wine. There has also been a considerable demand for bottled goods of late and in this line, too, the wine business is rapidly increasing.

Practically all our rail shipments which are made up of carload orders are sent from our winery at Healdsburg, as our storing capacity in San Francisco is limited and for this same reason, we mature our bottling wine at our Rutherford cellar.

With reference to the wine made last year, the 1911 vintage turned out to be much better than it was at first anticipated. All the wine we made at our different wineries is up to the standard in every respect, which we believe is mainly due to the excellent weather we had all through wine-making time.

Everything considered, we feel safe in saying, unhesitatingly, that all indications point to a prosperous year for the wine business.

Yours for the promotion and success of home industry,  
FRENCH-AMERICAN WINE CO,  
P. Bernard, President and Manager.

## W. T. GARRATT & CO.

MANUFACTURERS OF

## WINE PUMPS

FOR EITHER HAND OR POWER

WINE COCKS	HOSE REDUCERS
" BUNGS	BUSHINGS, CAPS
" VALVES	NIPPLES AND COUPLINGS
BOTTLING, LOCK AND RACKING COCKS	

299 Fremont St.

SAN FRANCISCO



OWNING ITS OWN BRANDS  
AND CONTROLLING THE OLD ESTABLISHED  
BRANDS OF  
LAS PALMAS WINERY & DISTILLERY  
LA PALOMA WINERY & DISTILLERY  
LODI CO-OPERATIVE WINERY  
ELK GROVE VINEYARD ASSOCIATION

FROM THE VINE TO THE TRADE

## California Wineries and Distilleries

TOWNSEND AND FIFTH STREETS, SAN FRANCISCO

## GROWERS AND DISTILLERS OF PURE WINES AND BRANDIES

Special Inducements Will Be Made, on Request, to  
Large Handlers of Wines and Brandies (Any Proof)

# BRANDY PRODUCED

## OFFICIAL REPORT

### FIRST DISTRICT—Month of Dec. 1911.

Produced and bonded in this district.....	Tax. Gals.
Received from other Districts, California.....	410,768.4
Received from special bonded warehouse, other District, California.....	71,876.0
Transferred from distillery to special bonded warehouse, Eastern District.....	3,870.3
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....	254,294.6
Exported.....	94,207.9
Tax Paid.....	1,369.7
Withdrawn from warehouse for Fortification of Wines.....	53,332.8
Remaining in bond, Dec. 31, 1911.....	8,573.6
	2,179,826.5

### FOURTH DISTRICT—Month of Dec. 1911.

Produced and bonded in this district.....	Tax Gals.
Transferred from distillery to special bonded warehouse, First District, California.....	47,513.2
Transferred from distillery to special bonded warehouse, Eastern District.....	62,432.4
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....	26,020.0
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....	3,611.3
Exported.....	21,455.9
Tax paid.....	12,091.3
Used in Fortification of Wines.....	14,441.5
Remaining in bond, Dec. 31, 1911.....	570,587.0

### SIXTH DISTRICT—Month of Dec. 1911.

Produced and bonded in this district.....	Tax Gals.
Transferred from distillery to special bonded warehouse, First District.....	28,195.3
Transferred from special bonded warehouse to special bonded warehouse, Fourth District.....	7,190.0
Transferred from distillery to special bonded warehouse, Eastern District.....	52,212.5
Transferred from special bonded warehouse to special bonded warehouse, Eastern District.....	1,704.7
Tax paid.....	8,890.6
Used in Fortification of Wines.....	90,475.2
Remaining in bond, Dec. 31, 1911.....	246,056.4

# SWEET WINES PRODUCED

### FIRST DISTRICT—Month of Dec. 1911.

Brandy withdrawn from distillery for fortification.....	Pkgs.	Tax Gals.
Brandy withdrawn from special bonded warehouse for fortification.....	824	312,193.9
Brandy actually used for fortification.....	24	2,178.8
	882	279,441.3
Port produced.....		Wine Gals.
Sherry produced.....		42,043.55
Angelica produced.....		943,540.36
Muscat produced.....		81,336.90
Malaga.....		79,323.96
Tokay.....		27,562.60
Madeira.....		9,761.94
Total sweet wine produced in Dec. 1911.....		1,183,574.31

### FOURTH DISTRICT—Month of Dec. 1911.

Brandy withdrawn from distillery for fortification.....	Pkgs.	Tax Gals.
Brandy withdrawn from special bonded warehouse for fortification.....	54	14,415.5
Brandy actually used for fortification.....	65	18,037.2
Port produced.....		Wine Gals.
Sherry produced.....		74,316.60
Angelica produced.....		
Muscat produced.....		
Tokay.....		
Malaga.....		
Madeira.....		
Total sweet wine produced in Dec. 1911.....		74,316.60

### SIXTH DISTRICT—Month of Dec. 1911.

Brandy withdrawn from distillery for fortification.....	Pkgs.	Tax Gals.
Brandy withdrawn from special bonded warehouse for fortification.....	—	70,853.7
Brandy actually used for fortification.....	—	19,621.5
	—	90,475.2
Port produced.....		Wine Gals.
Sherry produced.....		49,191.97
Angelica produced.....		278,684.80
Muscat produced.....		39,274.81
Tokay.....		8,849.50
Malaga.....		
Madeira.....		
Total sweet wine produced in Dec. 1911.....		376,001.08



# SEATTLE AND NORTHWEST NEWS



(Special Northwest Correspondence.)

SEATTLE, Washington, Jan. 29.—That Portland and Seattle are not above taking a lesson some times from San Francisco is shown by the fact that in imitation of your New Year's Eve celebration both these cities have been making more or less successful parades, accompanied as usual by the hideous noises produced by the blowing of horns and ringing of cowbells. Unfortunately, our northern climate is badly suited for such out-of-doors high jinks, nor do the illiberal liquor laws favor it. So much so, that the *Oregonian* says that the lid being clamped closely enforced sobriety and subdued hilarity, although the mills were crowded in Portland. Here in Seattle instead of having one joyous, safe and sane celebration of the passing of 1911 and inauguration of 1912, three attempts were made to welcome the advent of the New Year. On Saturday night a half-hearted effort was made by means of confetti and the necessary discord, to demonstrate the city's joy in getting rid of 1911, but it not being New Year's Eve spoiled half the fun. On Sunday there was a "dry" jollification, showing more of the true carnival spirit, and on Monday evening the fun was repeated, plus the opportunity of the crowds to assuage their thirsts with something stronger than water.

Louis Hemrich, president of the Seattle Brewing and Malt- ing Company, recently returned from a three months' trip in the east and Europe. He attended the United States Breweries convention at Chicago, where his company had an extensive exhibit. He afterwards visited many of the principal cities of France and Germany, and, as is his habit, studied the latest ideas in brewing machinery and appliances. He believes that the opening of the Panama Canal will bring about considerable immigration, and says that the German Government is sending officials to the Pacific Coast to investigate conditions, as steamship lines are preparing to run passenger excursions to this western lge of the continent when the great waterway is opened.

A case in which common sense and ordinary justice was over- ruled by selfish interests is reported from Salem, Ore. Recently the City Council passed an ordinance raising saloon licenses from \$600 to \$900 a year. This was vetoed by Mayor Lachmund on the ground that he wished to see other businesses which had police regulation taxed, instead of placing all the burden on the saloons. In his veto, after alleging his belief in strict regula-

tion and high license, he says: "Whenever the Council determines to enact an ordinance to embrace such occupations that come within the scope of police regulations and then follows it up with another increasing saloon licenses, I shall unhesitatingly affix my signature thereto, assuming, of course, such ordinances are based on sound logic and equity." Nevertheless, selfish motives caused the Councilors to unanimously overrule this just and proper action on the part of the Mayor, and the saloon license is now \$900 a year.

At Spokane, Washington, the Antis are said to be again getting busy, and the superintendent of the league recently said: "Whether we will try to put Spokane in the 'dry' column will depend entirely on the attitude of the church people. If they want to start a campaign to make this city 'dry' and will stay behind us, we will make the fight. If the churches are not anxious to change the status here we will not attempt to force the issue." So it's up to the churches whether another campaign, disrupting families, disturbing business, and costing much money, is to be inflicted on Spokane.

At Burlington, in this State, all the saloomen have been notified that their licenses will be revoked on February 19th next. It appears that the new Council is pledged not to issue saloon licenses, and Burlington, hitherto known as the wettest town on the great northern coast line, will soon be dry.

The Toppenish City Council has outlined its policy on the liquor question, and has passed an ordinance limiting the number of saloons to five. There are now seven doing business, but this number will be reduced by two after May 1, 1912. The five that expire at that date were granted upon payment of a \$1000 license fee and a donation of \$500 to the city treasury. Hereafter all new licenses will cost \$1000 a year.

In Idaho, the anti-prohibition feeling is said to be spreading. At Coeur d'Alene, Mayor Woods' pet scheme of a municipal saloon has been killed by the Council. At Lewiston the County Commissioners have appointed March 13th for the holding of the local option election.

## CIOCCA-LOMBARDI WINE CO.

BATTERY AND GREEN STS., SAN FRANCISCO, CAL.

GEYSER PEAK WINERY, Geyserville, Cal.

## CALIFORNIA WINES AND BRANDIES

FINE MATURED DRY WINES OUR SPECIALTY

Correspondence Invited

## Hotaling &amp; Co. Enjoy Good Year

R. M. WOOD, Editor WINE AND SPIRIT REVIEW—Dear Sir: It pleases me greatly to report the latter part of the year to have been very successful with us. We have not been anxious for a great increase in business so much as in the character of the increase in trade with which we have been favored. We believe that it is better to sell a finer line of goods to a select class of trade than to reach out indiscriminately and thereby sacrifice quality to offset the hazard and risk that is always the result of a wider extension of trade.

We have noted that business in the country has been far better than business in the city. This we attribute to the fact that business centers here have been changing constantly, and the tightness of money in our trade is the result of so many men entering into long leases at exorbitant rents, and shortly thereafter finding the trade has left them almost stranded, and centered at some other point in the city. This has left them without realizing their hopes for future business and saddled with high rentals that must be paid. The natural result is the wholesaler is compelled to wait. With best wishes, I am,

Very truly yours,

E. M. LIND,

Manager A. P. Hotaling & Co.

San Francisco, January 22, 1912.

## Outside Trades Oppose Prohibition

1911 was a very satisfactory year considering the conditions which confronted our interests and there is no reason why 1912 should not be likewise.

No doubt we will have lots of local option agitation, but the endeavor to elevate the retail business throughout the State will make its influence so felt that the reasoning public will be satisfied to trust to the county officers to regulate selling conditions.

For the first time in the history of our business outside trades are taking an interest in the fight against prohibition and we find the farmer and the manufacturer making the fight for us. This seems to be the only solution of the problem and to be successful the dealers must all lend their assistance.

Effective campaigns have been made all over the State and there is every reason to believe that we shall be successful in the various elections to take place this spring. There is no reason why the majority of voters of our fair State cannot be brought to our way of thinking and it is entirely up to all of us interested to assist in eliminating all objectionable features and forever after be considered the followers of a legitimate calling.

LOUIS TAUSSIG & CO.

San Francisco, January, 1912.

## Enterprise Brewing Co. Extending Its Trade Abroad

W. A. Remensperger of the Enterprise Brewery writes us that "while conditions in 1911 were generally not as good as in 1910, our annual account for the former year shows a considerable increase in sales, indicating how well the public appreciated the excellent quality of Yosemite Beer. We are glad to report that we are now developing new trade in Alaska and shipping quite extensively to Los Angeles, good business that we did not have in 1910. We still retain our very considerable trade in the State of Nevada, while our Brazilian, Australian and South American output is increasing because Yosemite has earned the reputation of having the best keeping qualities, due to proper aging, of any beer brewed on the Coast. Naturally, the growing demand for our output as shown in 1911 rendered necessary many improvements and additions in the brewing, bottling and other departments. In the brewery, we note a new 1500-gallon kettle; additions to storage and fermenting rooms; two new automobile trucks on hand, and four more ordered for early spring delivery, making nine in all. We are generally replacing horses by kerosene in our city delivery, as we find it much more handy and more economical. The bottling plant has been entirely remodeled, and its capacity is increased from 150 to 300 barrels a day. The latest up-to-date machinery has been installed, the same becoming absolutely necessary to handle the increased demand for Yosemite. We now fill daily over 60,000 bottles of beer and claim to have the largest and best-equipped bottling plant on the Coast. We have also put in a new machine shop of the largest size, complete with lathes, drills and other machinery to repair and keep in running order our auto truck. Expert machinists have been engaged to attend to this important branch of the business. The present year opens up with great possibilities in store for Yosemite. With the improvements stated, we are prepared to make more and better beer than ever before. Our country trade keeps up well, but the city after the holidays is a bit quiet. Nevertheless, we are ready for and expecting big doings as soon as work on the Exposition and new Civic Center get under way. Some of the money to be spent will assuredly benefit the city's brewing industry, and considering the popularity of Yosemite, there can be no doubt that the Enterprise will get its fair share of the improved trade.

The J. F. Plumel Company of this city, well-known importer, enjoyed a satisfactory business during 1911, and the year opened with everybody busy. The house makes a specialty of high-class imported goods and has a valuable clientele which is rapidly growing. They handle Bordeaux wines, fine brandies, olive oil and are sole Coast agents for the famous Van Den Bergh & Co. gins, importations from Holland. Manager Louis Renard takes a very cheerful view of the outlook for 1912, and believes the business will continue to expand for years to come.

# Wine Machinery

## COMPLETE PLANTS FITTED OUT

Continuous Presses  
Crushers, Stemmers  
and Must Pumps

### Toulouse & Delorieu

405 Sixth St., San Francisco, Cal.



### Remarkable Growth of Surety Company

WE have before us the report for last year of the operations of the United States Fidelity & Guaranty Company in its Pacific Coast Department, which is managed here by Messrs. Forland & Johns.

This company does the largest business of its kind of any company in the world and in the territory controlled by Messrs. Forland & Johns, comprising the States of California, Arizona, Nevada and the Territory of Hawaii, the company wrote in net premiums last year \$308,612.70. Of this amount there was \$281,490.87 written in the State of California. This covers all lines embraced by the company, including surety bonds, burglary, casualty and liability policies of all classes and internal revenue undertakings.

The company writes the largest line of internal revenue bonds and the business in that department is showing a steady and material increase. The Pacific Coast Department is especially well equipped for handling this line and in addition to the special bureau for the care of this class of work, have direct connection with the department at Washington through Judge Robert T. Hough, who is recognized as the leading attorney and authority on revenue matters in the United States. Clients of the United States Fidelity and Guaranty Company are afforded the services of Judge Hough without extra charge and matters arising under bonds written are disposed of with extraordinary promptness.

The premium receipts of the Pacific Coast Department for the year 1911 show an increase of 32 per cent over the preceding year and a total loss account of \$68,771.14, or approximately 2 per cent. The company is recognized for its promptness in the settlement of claims and rarely takes clients into court, which is an item to be seriously considered, especially in the writing of liability and casualty lines under the new law.

KNOWN THE WORLD OVER  
LIKE ALL GOOD WINES

# AMAZON

WINE AND  
BREWERS

## ∴ HOSE ∴

ONCE USED ALWAYS USED——  
——SPEAKS FOR ITSELF

Manufactured by

**GORHAM-REVERE RUBBER CO.**

50-60 Fremont Street, San Francisco.

BRANCHES:

LOS ANGELES, SEATTLE, SPOKANE, TACOMA, PORTLAND

TELEPHONE PACIFIC DOUGLAS 1844

# THOS. W. COLLINS & CO.

## Commission Merchants and Importers

34 and 36 DAVIS STREET, SAN FRANCISCO

— DISTRIBUTORS FOR —

### Pabst Brewing Co.

Milwaukee, Wis.

Bottled Beer Brands:

Blue Ribbon, Export and Red, White  
and Blue

Pabst Malt Extract, The "Best" Tonic

### American Fruit Product Co.

Rochester, N. Y.

Pure Apple Cider and Vinegar

### Weisel & Company

Milwaukee, Wis.

High Grade German Sausage and  
Smoked Meats

### Rudolph Oelsner, Importer

New York

Imported German Beers

Pilsner, Bürger Bräu

Münchener Hof Bräu

### Baird-Daniels Company

New York

"Oxford Club" Gins

### Green River Distilling Co.

Owensboro, Ky.

Green River Whiskey—

"The Whiskey without a Headache"

### W. A. Ross & Bro.

Belfast, Liverpool and Leith

"Great Auk's Head" Guinness's Stout

Bass's A'e, Royal Belfast Ginger Ale  
and Sarsaparilla

### A. Overholt & Co.

Pittsburg, Penn.

Old Overholt Rye Whiskey

"The Whiskey that made Rye Whiskey  
Famous"

## Ciocca-Lombardi Co. See Brilliant Future

**E**DITOR WINE AND SPIRIT REVIEW—Dear Sir: We have just recently closed the most successful year of business since the formation of our concern. Our business last year was treble that of the year previous and we attribute this entirely to the fact that the trade is becoming more and more acquainted with the true value of wines which are above the general average.

All California wines are good, the only distinction between them being that some are better than others. Modern facilities for the handling and transportation of wines from country winery to city cellars has had a great deal to do with the bettering of the standard of our wines. By this method we are enabled to move large lots in a short space of time and without disturbing the wine.



New and Modern Wine Cellar of Ciocca-Lombardi Wine Co. in San Francisco.

We see a great and brilliant future in the California wine business if it is handled along the lines in which we have operated for years, namely, reasonable progress, not too much commercialism, and giving a customer value received. We lay particular stress upon the latter, for while many concerns may do extended business by virtue of the popularity of their salesmen, etc., still, the concern which goes along dealing squarely with its clients and giving goods corresponding with value charged is sure of continued success and progress.

We hand you herewith a cut of our new quarters and would thank you to give it publication. Yours truly,

CIOCCA-LOMBARDI WINE CO.,

Per A. G. Dondero.

San Francisco, Jan. 22, 1912.

## C. Schilling & Co. Enlarge Plant

**O**NLY a little while ago the large and complete wine storage establishment of C. Schilling & Company was fully described in the REVIEW, but a visit to the Potrero recently showed that still further additions had been made. A three-story brick building with total storage capacity of 600,000 gallons had been erected. Mr. Schilling, who is in good health, is now the dean of the wine business, and his storage plant contains over 2,000,000 gallons of wine. It would be hard to find a better lot of cooperage, the greater part of it oak, than is in use at the Schilling place. It is somewhat a distance out, but this was found necessary to obtain an area sufficiently large to make it possible to build a properly arranged and modelled cellar for handling the extensive work done by this company. The plant has spur tracks on both sides and satisfactory transportation facilities.

## A Great Industry Slighted in Santa Clara

**P**AUL MASSON, the noted Santa Clara Valley champagne maker, found that the New Year's edition of the *San Jose Mercury*, gotten up especially to present to the world the leading industries of that fertile valley, and sent far and wide for the purpose of advertising them, entirely ignored the viticultural interests. So he recently appeared before the San Jose Chamber of Commerce, which has been mailing a number of the copies of the paper referred to, and called the attention of that body to the fact. Mr. Masson stated that the vineyardists desired that he should appear before the Chamber and ask some redress for this great damage done to the interests which they represent by such a publication going out in the world with practically no information in it from front cover to back page concerning an industry which he declared was worth hundreds of thousands of dollars to Santa Clara valley annually, employed hundreds of people and occupied lands that no other product could be raised on successfully.

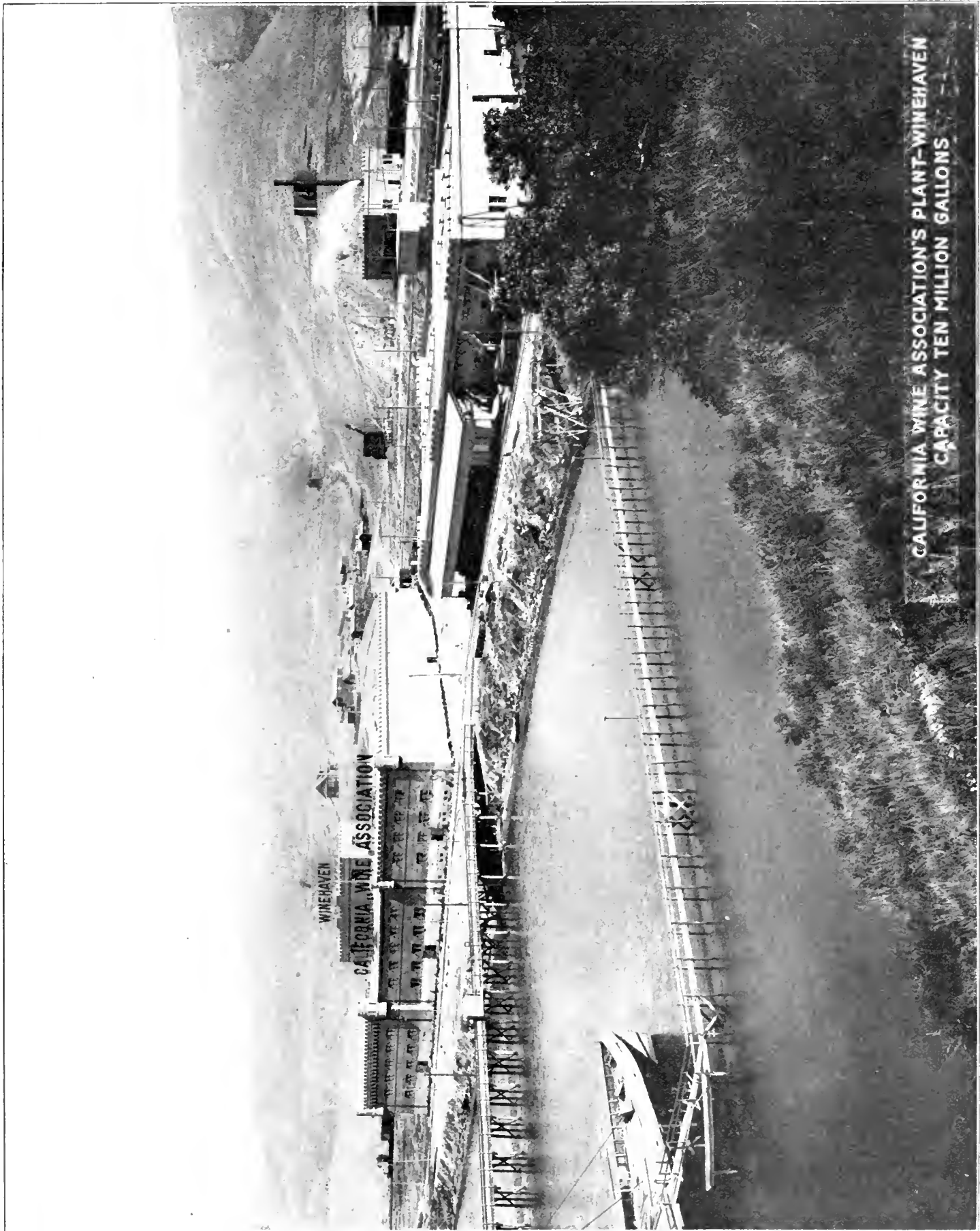
He called attention to the fact that the authorities in Washington had received inquiries concerning the possibilities of wine and table grape growing in this country, as since the flood in France the champagne districts have been especially hard put to produce anything like what the market demands. These inquiries in turn came to California and Mr. Masson was asked to entertain certain large manufacturers and growers who visited this valley to look over its prospects for grape growing. "These men," he said, "were amazed at what he and others had done with the grape in the Santa Clara valley. They declared the soil and conditions ideal and they expressed the determination to return this fall to again look more deeply into the project of securing large mountain tracts here for grape growing on an extensive scale.

"They are millionaires. They represent the greatest wine growing interests of France. They did not tell me they would buy anything in this valley, but I have every reason to believe that they will establish another great industry here, for only two days ago I received a cablegram from them, announcing that they would soon again be my guests to still further go into the proposition of an establishment here.

"What," said Masson, "will these people think when they see the great edition of one of the leading papers of the Santa Clara valley with but a few lines about what they know to be one of its greatest industries? I will keep them from seeing the paper, if I can, but probably they have already seen it and the damage is done, and thus you may drive out of Santa Clara valley a class of men with ample capital to develop territory here that is worthless for any other purpose than grape growing."

Mr. Masson went on to point out, among other things, that over four-fifths of the valley is valuable only for grape culture that the industry is worth millions of dollars, and the vineyardists feel that they and the interests of Santa Clara Valley have been done a deep injustice. He asked the Chamber to have the papers withdrawn, but as that was impossible, a motion was passed expressing regret that the wine and grape industry was not mentioned in the *Mercury* special New Year's edition, and every member of the directorate stated that in the future such an edition would be carefully edited before any approval of purchase of any special number of copies would be passed upon.

The quantity of wine made at the last vintage in South Australia totalled 3,420,058 gallons, which exceeds the 1910 vintage by 850,264 gallons.



LARGEST WINERY IN THE WORLD

	Sweet Wine Production—Comparative Annual Figures								
	Port.	Sherry.	Angelica.	Muscat.	Malaga.	Tokay.	Madeira.	Marsella.	Total.
1901	2,414,106.68	3,392,599.58	347,095.91	1,875,008.27					8,028,810.44
1902	4,100,464.46	7,117,613.54	768,945.24	1,701,780.57		25,580.42			13,714,384.23
1903	5,526,561.68	2,944,455.48	821,685.95	645,845.84	81,146.05	316.28			10,016,011.28
1904	4,786,419.25	3,559,397.41	987,367.21	1,350,538.11	18,847.69	14,080.11			10,716,649.78
1905	4,241,789.93	3,149,498.84	470,852.85	789,647.18	8,098.89				8,659,887.69
1906	6,777,423.46	4,669,279.13	878,832.19	1,363,527.15	11,899.75				13,700,961.68
1907	5,174,165.59	5,245,480.21	1,334,473.86	2,269,929.73	216,390.08	12,400.27	13,316.07	3,488.79	14,269,644.60
1908	5,007,299.51	4,421,703.87	829,553.71	2,084,469.28	73,518.57	22,516.04	51,716.42		12,490,770.40
1909	8,694,252.36	5,765,370.85	980,921.21	2,323,824.00	81,175.20	133,132.27	2,785.01		17,983,465.83
								Catawba	
1910	9,776,975.42	5,894,330.61	1,275,652.82	1,087,401.01	223,739.16	153,760.42	346,138.00	4,763.50	18,762,760.94
1911	9,514,717.86	8,380,834.93	2,609,218.67	2,247,219.80	327,172.49	81,645.12	119,781.61		23,280,044.48

### Commissioner of Internal Revenue Makes Interesting Report

POMACE WINES.—The manufacture from grapes domestic-ally grown of wine, excepting fortified sweet wine in the manufacture of which tax-free brandy is used and the sale of wine at the place of manufacture or at a designated office are not within the purview of the internal revenue laws. In certain sections of the country, however, the practice has grown up of taking the fruit residuum from which all or practically all of the juice has been expressed by means of ordinary presses, aided in some cases by hydraulic power, and by adding to this residuum cane, beet, or anhydrous corn sugar and water, and with or without the aid of yeast fermenting this into a product designated as "pomace wine" or base wine. Practically all of the alcohol in this product is derived from the sugar, though it is claimed that a certain amount of coloring and flavoring is secured from the grape hulls. Investigation showed that the product is being used extensively in rectification resulting in the loss of a large amount of revenue by thus replacing tax-paid spirits. It is also used to some extent as a beverage, and to a large extent as a filler in blending wines, whereby a cheaper product can be put on the market. It appears that the mixing of the ingredients from which the product is manufactured constitutes making a mash fit for distillation and is not a wine mash treated as exempt under the internal revenue statutes. After a number of abortive attempts to secure a test case on an agreed state of facts in order to determine the status of this product, the Bureau of Internal Revenue has forbidden its use in rectification. Whether or not such a product should be permitted to be manufactured and sold as a beverage or used as a cheap filler for other wines is a subject that should be considered and passed upon by the Congress.

FRUIT DISTILLERIES.—The States producing, during 1910, the largest amounts of fruit-brandy are California, 7,170,213.8 gallons; Ohio, 113,222.2 gallons, and New York, 78,537.1 gallons.

In the report for the fiscal year 1910 attention was called to the fact that better supervision of fruit-brandy distilleries was clearly needed. During the past two years many fruit-brandy distilleries have been seized on account of the illicit use of sugar, detection being materially aided by the work done in the chemical laboratory of this bureau, and many convictions were had as a result of prosecutions instituted in connection therewith.

Congress, at its last session, made certain changes in the fruit-brandy law. Investigations and experimental surveys are now under way with a view to securing sufficiently accurate

knowledge as to what is the most practical method of controlling such distilleries so that the Government will receive the full amount of revenue due and no unnecessary restrictions be imposed upon the manufacturers. Regulations in connection therewith will be issued at an early date.

BOTTLED-IN-BOND SPIRITS.—During the past fiscal year 10,631,091.5 gallons of distilled spirits on which the tax had been paid were bottled in bond at distilleries.

OBJECTS OF TAXATION; DISTILLED SPIRITS.—The fiscal year 1911 witnessed the largest production of distilled spirits in the history of the Bureau of Internal Revenue. There was produced during the year 175,402,395.5 proof gallons, surpassing the largest previous production, which was during the fiscal year 1907, by 6,828,482.3 gallons.

The following tables, showing the production of spirits from materials other than fruit during the fiscal years ended June 30, 1898, to June 30, 1911, affords interesting data on this subject.

Fiscal year of production ended June 30—		Tax gallons.
1898.....		80,762,213.4
1899.....		97,066,554.7
1900.....		105,484,699.8
1901.....		124,520,599.8
1902.....		128,623,401.9
1903.....		141,776,202.1
1904.....		134,311,952.0
1905.....		147,810,794.3
1906.....		145,666,125.1
1907.....		168,573,913.2
1908.....		126,989,740.1
1909.....		133,459,755.1
1910.....		156,237,526.4
1911.....		175,402,395.5

The tax-paid withdrawals during the fiscal year 1911 of spirits distilled from materials other than fruit amounted to 132,058,636.5 gallons, exceeding the withdrawals during the fiscal year 1910 by 5,673,909.8 gallons, and surpassed only by the withdrawals during the fiscal year 1907, which amounted to 134,031,666.7 gallons.

The tax-paid withdrawals of spirits distilled from material other than fruits during the fiscal years ended June 30, 1898, to June 30, 1911, inclusive, were as follows:

Fiscal Year ended June 30—		Tax gallons.
1898.....		78,246,032.9
1899.....		83,694,338.1
1900.....		93,391,827.8
1901.....		99,191,721.5
1902.....		103,304,981.5



1903.....	112,788,168.0
1904.....	116,033,305.6
1905.....	115,994,857.5
1906.....	122,617,943.1
1907.....	134,031,066.7
1908.....	119,703,594.4
1909.....	114,693,578.2
1910.....	126,384,726.7
1911.....	132,058,636.5

During the fiscal years 1898 to 1907 the production of distilled spirits was each year much in excess of the withdrawals for all purposes, resulting in a stock in distilleries and general bonded warehouses at the end of the fiscal year 1907 of 245,438,816 original gauge gallons. On June 30, 1910, however, the stock in bond had been reduced to 233,508,674.6 original gauge gallons. On account of the enormous production during the fiscal year 1911 the spirits remaining in warehouses throughout the country on June 30, 1911, amounted to 249,279,346.6 gallons, this being the largest amount in bond in the history of the industry.

### Would Put Ban On Pomace Wine

THE status of pomace wine is being reconsidered by the Pure Food Board of the Agricultural Department. Some time ago the Board decided, upon the representations of Senator Burton of Ohio and others, that so-called pomace wine might be sold if properly branded as such, and without the payment of internal revenue tax. This decision was considered inimical to the interests of wine makers of North Carolina, Virginia, and other States. Some of the Southern wine men have protested to the Department, with the result that it is now said to be possible that the Pure Food Board will reverse its former ruling.

Such reversal would be beneficial to the California wine producers, it is claimed, although they have not participated in the appeal. The pomace wine under consideration by the Board is made largely in Ohio and neighboring States.

California wine men say that it is a very much doctored product, being made out of almost any kind of fruit, with alcohol, water, sugar, and other ingredients added. It is claimed by the Southern wine people that such a product should not be permitted to be marketed under the pure food label, in competition with an unadulterated product such as is made in Carolina and California.

On January 9th the M. J. Pasetta distillery at San Jose was entirely destroyed by fire. More than 400 tons of fruit was burned. The huge winery in connection with the distillery was also damaged by the flames. No definite estimate of the loss could be secured, but it is known that the distillery was covered by insurance.

### Here's the Real Menace to the Wine Industry

THE following resume of the activities of the Anti-Saloon League ought to prove interesting to the wine-makers and grape-growers of California, for Fresno, Sacramento and Sonoma counties are our principal grape districts:

#### ELECTIONS SET.

Third Supervisorial District, El Dorado County, including the following towns: Latrobe, Shingle Springs, El Dorado and Diamond Springs; February 27th.

#### PETITIONS BEING PREPARED FOR WET AND DRY ELECTIONS.

Colusa, Colusa County; Wheatland, Yuba County; Red Bluff, Tehama County; Hollister, San Benito County; Ferndale, Humboldt County; Fortuna, Humboldt County; Modesto, Stanislaus County; Newman, Stanislaus County; Biggs, Butte County; Gridley, Butte County.

The above are incorporated cities of the sixth class and hold their municipal elections on April 8, 1912. In the city of Wheatland the petition was filed several days ago, but was turned down on account of insufficient names. Petition in charge of W. C. T. U., who are now circulating another.

#### SUPERVISORIAL DISTRICTS.

Entire Los Angeles County, outside of incorporated cities.

Entire Butte County, including four incorporated cities—Chico, Oroville, Gridley, Biggs.

Entire Tehama County, including Red Bluff.

Entire Fresno County. Petitions will be started on February 1st.

Entire Sonoma County.

Fourth and Fifth Supervisorial District, Sacramento County.

Fifth Supervisorial District, Shasta County.

### San Francisco's Foremost Designers and Engravers

THE Commercial Art Company, of 53 Third street, this city, report a very active business during the year past. They are the foremost designers and engravers on the Pacific Coast and make a specialty of cuts for newspapers, catalogues, folders, booklets, etc. They have the most complete plant in the west, turn out the highest class of work at moderate prices, and their field of operations covers the entire coast. Readers of the REVIEW requiring such service should communicate with the Commercial Art Company.

## The Oscar Krenz Copper and Brass Works, Inc.

### GENERAL COPPERSMITHS

431-441 FOLSOM STREET

PHONES PACIFIC, KEARNY 3202  
HOME, J 1571

MANUFACTURERS OF WINERY, DISTILLERY AND BREWERY APPARATUS OF ALL DESCRIPTIONS

Wine Filters, Pasteurizers, Wine Coolers, Sherry Heaters, Pulp Washers, Beer Coolers,  
Grape Syrup Evaporators, Brass Spring Bungs, Etc.

Our Continuous Stills, Pasteurizers, Evaporators, and Concentrators produce a superior quality of Brandy, Wine and Syrup, and surpass any on the market in simplicity of construction and economy in operation.

IMMEDIATE ATTENTION GIVEN TO ALL ORDERS  
MAIL OR PHONE

## LOS ANGELES DEPARTMENT

LOS ANGELES, January 20.—Nowhere, perhaps, on the Pacific Slope are there greater expectations formed of the results about to be obtained from the opening of the Panama Canal, than in California. The recent great growth and successful operation of the wine industry has set people thinking of the advantages to be gained from increased population. For instance, a prominent Los Angeles banker and member of the Los Angeles Chamber of Commerce recently said: "The peasants or farmers of Southern Europe, particularly the Italians, are accustomed from childhood to a warm, balmy climate. They are agriculturists and horticulturists by heritage and calling. Bring these people to Southern California, a land similar to their own in the mildness of its climate, where there are thousands of acres of unclaimed land awaiting tillers of the soil, and they will prove of invaluable service to Southern California in furthering the development of agriculture." The ability which the Southern Italians, French and Spanish have in the branches of agriculture in which California stands supreme, as, for instance, the grape, walnut, fig, lemon and orange growing, make them adapted to conditions in this State.

Evidently the future of the wine and fruit industries are about to be most favorably affected by the new waterway. Recently, the London *Times* stated that the most revolutionary change to be made by the opening of the canal "will result from the fact that California's wines and fruits will be able to compete successfully in European markets." Even now, under the disadvantages of high transportation charges, our wines and raisins go to the four quarters of the globe, and all water rates, providing of course that the true intention of the canal is carried out, by allowing the American coastwise marine to pass through the big ditch free of tolls, will so increase the possibilities of the entire State, and more particularly the southern part of it, that they will become practically incalculable. Glance for a moment at the big business done by the sweet wine makers in this section as shown by the figures recently issued by Collector of Internal Revenue Parker for 1911, and you will further understand why we have such pleasant day dreams down here. These statistics, which apply only to sweet wines, show that the total vintage of 1910 amounted to 2,792,091.98 gallons; for 1911, 4,278,041.93 gallons, showing an increase for the year just closed of 1,485,949.95 gallons. The output for 1910, as divided up among the different varieties of sweet wine, was as follows: Port, 1,401,125.54 gallons; sherry, 782,492.15; angelica, 338,640.59; muscat, 220,777.04; malaga, 49,056.66. The vintage of 1911 was: Port, 1,789,986.06 gallons; sherry, 1,308,206.76; angelica, 673,811.55; muscat, 447,645.02; tokay, 7,714.53; malaga, 50,678.01.

The largest producers of sweet wine in the Cucamonga district are the Italian Vineyard Company, with a total product of about 2,000,000 gallons. Others are the Charles Stearn & Sons, the Mission Vineyard Company, the Cucamonga Vineyards Company and the Cucamonga Winery. The large producers in Los Angeles county are the Sierra Madre Vintage Company at Lamanda Park, Etienne Brothers at Pasadena, and Henry Baehr, owner of the West Glendale Wine Company.

The people of Long Beach took concerted action at the beginning of January and petitioned the county supervisors to abolish the wholesale liquor houses at Alamitos Bay. It was claimed that the proximity of these places to Long Beach is

clogging the wheels of the water wagon in that community of fanatical total abstainers. The 22d inst. the Supervisors granted the petition by a vote of 4 to 1. The wholesale liquor licenses revoked were held by Jon Yribarne, Munger & Nelson, and John Ardans. The hotel liquor license was held in the name of J. J. Munger, but the hotel, the Rialto, is managed by Mr. and Mrs. C. H. Jennison. These businesses were carried on at Alamitos Bay which is in Naples precinct, that went "wet" at the last election by a vote of 10 to 2. The Long Beach petitioners argued that it was not justice to allow those 10 votes to keep a nuisance maintained at the very door of a city of 20,000 people, which is itself overwhelmingly opposed to saloons.

Watts placed itself in a peculiar position in December last, when by a majority of seven, its inhabitants said "No" to the question: "Shall the sale of alcoholic liquors be licensed in the city of Watts, Los Angeles county, California?" Now many of the officials think the voters merely committed themselves to the sale of liquor without any license at all, and deprived the municipality of Watts of an income of \$3300 a year without preventing liquor from being sold.

At Vernon a special election was held on January 16th to decide whether saloons should be allowed to remain open on Sunday. The villagers, proud of the possession of a class A baseball team, and ground upon which the national game is played and is a great Sunday drawing card, went to the bat, and won by 178 to 62 votes, in favor of saloons being allowed to open on Sunday.

During the present month the police commissioners have been giving many restaurant keepers a rough deal by refusing them licenses. Both Mayor Alexander and the commissioners are opposed to the issuance of the many licenses, particularly at San Pedro, which recent addition to the city they say they are trying to make clean and orderly on Sundays, and this cannot be done if too many of these restaurant liquor establishments are allowed. Poor San Pedro!

Tom W. Rulo, past president of the Royal Arch, and for many years one of the foremost liquor men in Los Angeles, received the consent of the police commission to sell his saloon at 500 East Fifth street to Joseph Dufresne for \$10,000. Mr. Rulo, it is understood, has entirely left the liquor business.

The city gave so strong an expression of its sentiments in regard to prohibition at the last election, that its members of the cold water party appear to have taken the hint. At a recent meeting it was decided to drop the 6 o'clock saloon closing movement until the next general election.

The Pasadena authorities are being kept busy to prevent the breweries reaching their thirsty customers by telephone. For the second time within the last two months the beer men have been forced to abandon their supply depots and seek new quarters. Some when driven out of the city took refuge in South Pasadena, but the law was again invoked and said "Move on." Now several brewing companies, who have made a specialty of supplying Pasadena consumers of malt and vinous liquors, have established a private wire telephone service between Pasadena and Los Angeles.

# California Wines of Quality

One of the greatest factors in breaking down the prejudice against our native wines during 1911 was the foreign recognition given the FINE DRY, SWEET AND NATURAL SPARKLING WINES

Exhibited by the

## — Italian - Swiss Colony —

at the Turin International Exposition, Italy, where they were awarded the coveted "GRAND PRIX"



Italian-Swiss Colony wines have been honored at every notable exposition since 1892, as will be seen from the following list of awards and diplomas:-

### GOLD MEDALS

Genoa, Italy	- - - - -	1892	Paris, France	- - - - -	1900
Dublin, Ireland	- - - - -	1892	Pan-American Exposition, Buffalo, N. Y.	- - - - -	1901
Columbian World's Fair, Chicago	- - - - -	1893	St. Louis Exposition, Mo.	- - - - -	1903
Midwinter Fair, San Francisco	- - - - -	1894	Lewis & Clarke Exposition, Portland, Ore.	- - - - -	1904
Bordeaux, France	- - - - -	1895	Alaska-Yukon-Pacific Exposition, Seattle, Wash.	- - - - -	1909
Guatemala, C. A.	- - - - -	1897	Turin International Exposition	- - - - -	1911

### GRAND DIPLOMA OF HONOR

Asti and Turin, Italy	- - - - -	1898	Milan, Italy	- - - - -	1906
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GRAND PRIZE FOR "ASTI SPECIAL DRY"  
Alaska-Yukon-Pacific Exposition, Seattle, Wash. 1909

**Main Office: San Francisco, Battery and Greenwich Sts.**

NEW YORK BRANCH: N. E. Cor. W. 11th and Washington Sts.

CHICAGO BRANCH: 27 W. Kinzie St.

We are now shipping wine to Mexico. The Pacific Coast Steamship Senator, from San Francisco, recently discharged some cargo at Ensenada, and took on a big shipment of wine, manufactured there, consigned to Mazatlan.

The trouble over the Colton election, and the question whether it was properly counted or not has been decided in court. The hearing came up on a complaint and petition filed by W. W. Wilcox, one of the leading residents of Colton, charging carelessness and fraud in the election, and asking for a recount of ballots, a difference of only two ballots standing between the wets and drys. On January 25th Judge Oster officially declared the city had been carried by the prohibitionists by a majority of seventeen votes.

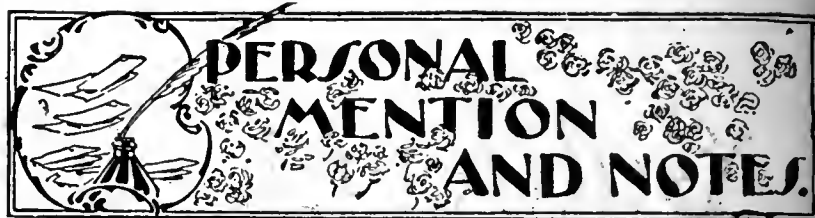
Mrs. Scott of Ontario, representing the other female strife makers in the county, was recently before the supervisors enquiring the best way in which the wineries could be driven out. Nice, is it not, in a grape producing and wine making country? According to her complaint some wineries close to the county line are doing a retail business, and causing criminality thereby. Should the Wyllie law be invoked it increases the minimum amount to be sold and otherwise restricts wineries doing a local business, and opponents of the practice declare it greatly improves conditions. No doubt the women represented by Mrs. Scott will seek relief under that law.

The recent action by the Police Commission and Mayor Alexander in regard to licenses, has caused John Brockman to reconsider his intention of erecting a million dollar hotel at Grand avenue and Seventh street. The hotel will not be built because of a law denying a liquor license of any kind for use in a building, any part of which is within 600 feet of a schoolhouse; and secondly, through a ruling that the Y. M. C. A. building on Hope street near Seventh is a "schoolhouse," within the meaning of city ordinances.

A Hanford dispatch states that George West & Son, who own the Hanford Winery and the Lucerne Vineyard, north of Hanford, have paid \$70,000 for 480 acres adjacent to the latter property. This tract is to be planted to muscat grapes as soon as the planting season arrives. The Lucerne, which is one of the largest vineyards in the San Joaquin Valley, will contain 1500 acres of vines when the latest acquisition is planted.

#### New York Wine Market

THERE has been a little improvement in the demand of late, and while in most cases the demand is limited to the cheaper grades, yet the dickering over quoted prices is not so much in evidence as was the case some time ago. Brandies are moving in a little more animated manner, and with the advent of the fall and winter season will no doubt continue to show improvement.—*Bonfort's*, Nov. 10, 1911.



H. W. Olmstead, Pacific Coast representative of Green River Distilling Company, with headquarters with Thomas W. Collins & Co., has returned from an extended business trip.

We are glad to learn that William D. Sink, the well known pioneer Cloverdale winegrower, is convalescent. Mr. Sink has been undergoing medical treatment in this city and has been benefited considerably. Mr. Sink sends his friends the compliments of the season.

Among the Havana cigars that have been gaining a greater popularity during the past year is the Palencia, which has come rapidly to the fore since the settlement of the big strike. Its high quality is generally sustained and it has attained a very wide popularity—which it certainly is entitled to.

Mr. J. J. Jacobi, head of the house of Lachman & Jacobi, of this city, left on a business trip for New York on the 10th inst., to look after the large interests of his firm in that section. Mr. Jacobi is expected to be absent a number of weeks.

Henry Kuhns, head of the house of Chas. Meinecke & Co., of this city, made a business trip to Los Angeles during the month. He returned with an order book of such proportions as to make anybody proud, and remarked that he had an exceedingly fine and satisfactory trip. Mr. Kuhns considers Los Angeles one of the best markets in the land for high class wines and liquors, and his success in that prosperous city is a proof of his good judgment and fine goods.

Mr. E. M. Sheehan, president and general manager of the Sacramento Valley Winery, returned during the month from a successful business trip throughout the East. He brought back glowing reports of the rapid manner in which California wines are gaining in popularity on the other side of the Rockies. Mr. Sheehan's observations are in line with those of many others who are studying the market situations throughout various sections of the East.

#### Making No Changes

"I thought you took the pledge the first of the year."  
"Sure I did—I always do."—*Houston Post*.

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E. O. SCHRAUBSTADTER

# A. FINKE'S WIDOW

## SPARKLING AND VINTAGE WINES CHAMPAGNES

809 MONTGOMERY STREET, SAN FRANCISCO, CAL.



Mr. C. J. Wetmore, president of Wetmore-Bowen Company, of Cresta Blanca fame, left for New York during the month and will be absent until the middle of February. He will put his time in looking after the further promotion of the sales of Cresta Blanca wines, which have during the past year surpassed all records in the volume of sales. The demand for these wines grows so rapidly that it is with great difficulty that the house is able to handle its orders with a fair degree of promptness.

During December John Hays Hammond gave a dinner at the Waldorf-Astoria Hotel to the visiting Western Governors, at which Wetmore-Bowen's Cresta Blanca Saunterne, 1909, was served. This leads *Town Talk* to say: "Mr. Hammond is a good friend of California and likes Cresta Blanca wines, and the serving of this wine at such an important banquet was a just tribute to California and puts the stamp of approval on the good qualities of Cresta Blanca wines. Several more large banquets will soon come off in New York and Cresta Blanca wines will be used exclusively."

The annual industrial and homeseekers' edition of the *Madera Daily News*, states that the average yield of the 1500 acres of vineyard of the Italian-Swiss Colony situated close to that city, is 8000 tons of grapes. The varieties cultivated are of the numerous kinds best suited to making sweet wines. There is a nursery on the place, and experimenting with new vines is continually in progress. The wine-making plant is one of the largest in the State.

W. C. Marshall of the Internal Revenue office reports that the vintage of 1911 in the Fresno neighborhood will probably be a little less than that of last year. Due to the frosts last spring, the grape crop was light and the vintage was correspondingly small. While the wine in the immediate neighborhood was rather short, and showed no increase with the increased acreage, the vintage of the valley will average about the same as last year. An increase is noted in the manufacture of brandy, owing to the size of the second crop of grapes.

## HOMEPHONE PRAISED

A new subscriber writes the Home Telephone Company under date of October 28, 1911.

"Please install a phone at my home. I did not know anything about the good points of the Homephone and was rather prejudiced against it until I began using it in my office. I use it all the time now, not only in phoning around the building, but getting outside numbers, because it saves me time and trouble. The Homephone delivers the goods.

"You know the burners of candles rioted in London about 500 years ago when gas was introduced. Most of us object to changes. Possibly that is the reason why I am so late in ordering a Homephone."

**Bay Cities Home Telephone Company**  
333 Grant Avenue

In regard to the quantity of grapes handled by the wineries in San Joaquin County, during the season just closed, a dispatch from Stockton states that it reaches the surprising total of 70,000 tons. Of this amount the Woodbridge Independent Winery crushed 10,000 tons, the Lodi Independent Winery 15,000 tons, and West & Sons about 45,000 tons. It is computed that if the total number of tons had been converted into sweet wine the number of gallons would approximate 5,600,000. It is said that at least 10 per cent of the tonnage was made into dry wines. One firm alone made 1,000,000 gallons of dry wine and 200,000 gallons of brandy.

### SEE THE DIFFERENCE

These two bunches of grapes were picked in the same vineyard, both from the same kind of vine.



**THIS VINE IS STARVING TO DEATH**

On the other hand



**THIS VINE HAS BEEN FERTILIZED**

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# The Review's Buyers' Directory

## CALIFORNIA WINES.

Geo. West & Son, Incorporated....Stockton, Cal.

California Wine Association.....  
.....180 Townsend St., San Francisco, Cal.

California Wineries and Distilleries .....  
Townsend and Fifth Sts., San Francisco, Cal.

Theo. Gier Co...575 Eighteenth St., Oakland, Cal.

Wetmore-Bowen .....  
.....42-44 Davis St., San Francisco, Cal.

Italian Vineyard Co.....  
.....1234 Palmetto St., Los Angeles, Cal.

Napa & Sonoma Wine Co.....  
.....110 10th St., San Francisco, Cal.

Sierra Madre Vintage Co.....La Manda, Cal.

Barton Vineyard Co., Ltd.....Fresno, Cal.

A. Finke's Widow .....  
....809 Montgomery St., San Francisco, Cal.

E. H. Lancel Co.....  
.....549 Washington St., San Francisco, Cal.

Alta Vista Wines Co.....  
.....112-114 Tenth St., San Francisco, Cal.

Paul Masson Champagne Co..... San Jose, Cal.

Lachman & Jacobi .....  
.....706 Sansome St., San Francisco, Cal.

French American Wine Co.....  
....1821-41 Harrison St., San Francisco, Cal.

Italian-Swiss Colony.....  
.....1235-67 Battery St., San Francisco, Cal.

Sacramento Valley Winery.....Sacramento, Cal.

Ciocca-Lombardi Wine Co....San Francisco, Cal.

## BREWERS AND BREWERS' AGENTS.

John Wieland Brewery.....  
.....204 Second St., San Francisco, Cal.

Buffalo Brewing Co.....Sacramento, Cal.

Fred Krug Brewing Co.....Omaha, Nebraska

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

National Brewing Company .....  
.....762 Fulton St., San Francisco, Cal.

Thos. W. Collins & Co.....  
.....34-36 Davis St., San Francisco, Cal.

Alblon Ale & Porter Brewery.....  
.....494 O'Farrell St., San Francisco, Cal.

Frank Fehr Brewing Co.; Louisville, Ky  
Jas. De Fremery & Co., Agents,  
.....519 Mission St., San Francisco, Cal.

Enterprise Brewing Co.....San Francisco, Cal.

Seattle Brewing & Malting Co.; Seattle, Wash.  
John Rapp & Son, Agents.  
..8th and Townsend Sts., San Francisco, Cal.

Sacramento Brewing Co.; Sacramento, Cal....

G. B. Robbins, Manager,  
..14th and Harrison Sts., San Francisco, Cal.

## WHOLESALE LIQUOR DEALERS.

A. P. Hotaling & Co.....  
.....429 Jackson St., San Francisco, Cal.

Siebe Bros. & Plagermann.....  
.....430-34 Battery St., San Francisco, Cal.

Rusconi, Fisher & Co.....  
.....326 Jackson St., San Francisco, Cal.

Jas. Gibb.....1844 Geary St., San Francisco, Cal.

Thos. W. Collins & Co.....  
.....34-36 Davis St., San Francisco, Cal.

Sherwood & Sherwood .....  
.....41-47 Beale St., San Francisco, Cal.

The Julius Levin Company .....  
.....987 Howard St., San Francisco, Cal.

Jesse Moore Hunt Co., .....  
Second and Howard Sts., San Francisco, Cal.

Cartan, McCarthy & Co.....  
..Battery and Com'l Sts., San Francisco, Cal.

William Wolff & Co.....  
.....52-58 Beale St., San Francisco, Cal.

Wichman, Lutgen & Co.....  
.....431-435 Clay St., San Francisco, Cal.

L. Taussig & Co.....  
.....200 Mission St., San Francisco, Cal.

George Delaporte .....  
.....820 Mission St., San Francisco, Cal.

## IMPORTERS.

Alex. D. Shaw & Co.....  
.....214 Front St., San Francisco, Cal.

Chapman & Wilberforce.....  
.....Kohl Bldg., San Francisco, Cal.

Chas. Meniecke & Co.....  
.....314 Sacramento St., San Francisco, Cal.

W. A. Taylor & Co.....29 Broadway, N. Y.

Thos. W. Collins & Co.....  
.....34-36 Davis St., San Francisco, Cal.

Sherwood & Sherwood .....  
.....43 Beale St., San Francisco, Cal.

Wm. Wolff & Co.....  
.....52-58 Beale St., San Francisco, Cal.

L. Gandolfi & Co.....  
.....427-31 W. Broadway, New York

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

J. F. Plumel & Co.....  
.....63-65 Ellis St., San Francisco, Cal.

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Pacific Tank & Pipe Co....Wine and water  
tanks, boxes, irrigation pipe and pipe for  
water systems.

318 Market St., San Francisco, Cal.; Equi-  
table Bank Bldg., Los Angeles, Cal.; Ken-  
ton Station, Portland, Oregon.

Geo. Windeler; wine and water tanks. ....  
.....431-441 Folsom St., San Francisco, Cal.

Oscar Krenz, Copper and Brass Works.....  
.....212-214 Fremont St., San Francisco, Cal.

Pacific Copper Works .....  
573 Mission St., San Francisco, Cal.

Sanders & Co's. Copper Works.....  
..Beale and Howard Sts., San Francisco, Cal.

## DISTILLERS.

Julius Kessler & Co....Hunter Bldg., Chicago, Ill.

Wm. Lanahan & Son.....Baltimore, Maryland

Hiram Walker & Sons.....Walkerville, Canada

Western Grain & Sugar Products Co.....  
.....110 Sutter St., San Francisco, Cal.

Kirby Distilling Co.....Fowler, Cal.

Bernheim Distilling Co.....Louisville, Ky.

Angelo Myers .....Philadelphia, Pa.

## MISCELLANEOUS.

### INTERNAL REVENUE BROKERS.

F. E. Mayhew & Co.....  
.....510 Battery St., San Francisco, Cal.

### WINE PRESSES, CRUSHERS, ETC.

A. Rossi & Co..322 Broadway, San Francisco, Cal.

Toulouse & Delorieux Co.....  
.....405 Sixth St., San Francisco, Cal.

BILLIARD AND POOL TABLES, BOX FIXTURES  
Brunswick-Balke-Collender Co.....  
.....767-771 Mission St., San Francisco, Cal.

### WINE AND BREWERS' HOSE, ETC.

Goodyear Rubber Co.....  
.....589 Market St., San Francisco, Cal.

Gorham-Revere Rubber Co.....  
.....50-60 Fremont St., San Francisco, Cal.

## SURETIES.

U. S. Fidelity & Guaranty Co.....  
.....Nevada Bank Bldg., San Francisco, Cal.

### WINE AND WATER PUMPS, ETC.

W. T. Garratt & Co.....  
.....299 Fremont St., San Francisco, Cal.

## BOTTLE WRAPPERS, ETC.

Zellerbach Paper Co.....  
..Battery and Jackson Sts., San Francisco, Cal.

## FILTERS.

Theo. Seitz Filters—H. A. Diehl, Agent.....  
.....430 "C" St., San Francisco, Cal.

## BITTERS.

Lash Bitters Co.....  
.....1721 Mission St., San Francisco, Cal.

L. Gandolfi & Co.....  
.....427-31 West Broadway, New York

## MINERAL WATER.

Aug. Lang & Co.....  
..18th and Alabama Sts., San Francisco, Ca

(SEE NEXT PAGE)

**Review Buyers' Directory, Continued****CIGARS.**

Boltz, Clymer & Co.....  
.....312 Clay St., San Francisco, Cal.

S. Bachman & Co.....  
Commercial & Front Sts., San Francisco, Cal.

**RETAILERS AND CAFES.**

The Yellowstone .....  
.....22 Montgomery St., San Francisco, Cal.

Thos. J. Walsh & Co.....  
.....346 Pine St., San Francisco, Cal.

Jas. P. Dunne...1 Stockton St., San Francisco, Cal.

Chronicle Bar....6 Kearny St., San Francisco, Cal.

The Waldorf...648 Market St., San Francisco, Cal.

"Jellison's".....10 Third St., San Francisco, Cal.

Lake County House.....Middletown, Cal.

Matt Grimm's .....  
.....130 Liedesdorf St., San Francisco, Cal.

Bank Exchange .....  
Mont'y and Wash'ton Sts., San Francisco, Cal.

"The Cabin" .....  
.....105 Montgomery St., San Francisco, Cal.

Market Cafe...540 Merchant St., San Francisco, Cal.

James Raggi .....  
.....624 Montgomery St., San Francisco, Cal.

The Cutter ....709 Market St., San Francisco, Cal.

The Hoffman Cafe Co.....  
.....27 Second St., San Francisco, Cal.

W. F. Roeder's Cafe.....  
.....834 Market St., San Francisco, Cal.

Original Coppa's Restaurant .....  
453 Pine St., San Francisco, Cal.

"Escalles".....Escalle, Marin Co., Cal.

Ferry Creamery...34 Market St., San Francisco, Cal.

Davis Buffet...272 Market St., San Francisco, Cal.

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"The only Canadian Whisky that was not seized by the  
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We believe that **no** Canadian Whisky was seized on such grounds. Certainly CANADIAN CLUB WHISKY **never was**.

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President Taft decided, after a full review of the evidence and the history of Whisky, that it is not necessary that the noxious Fusel Oils should be left in Whisky.

Any persons who, to our knowledge, make false statements about our brand, either directly or indirectly, will do so at their peril.

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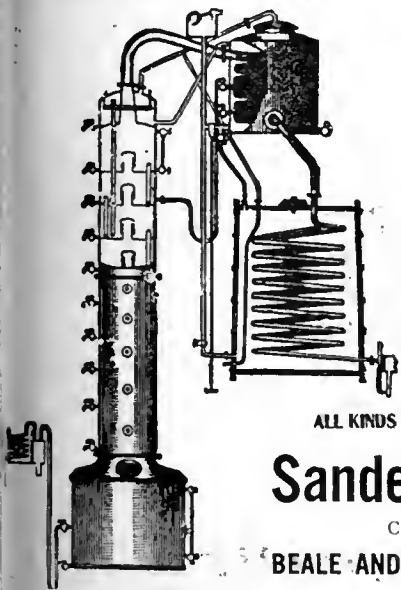
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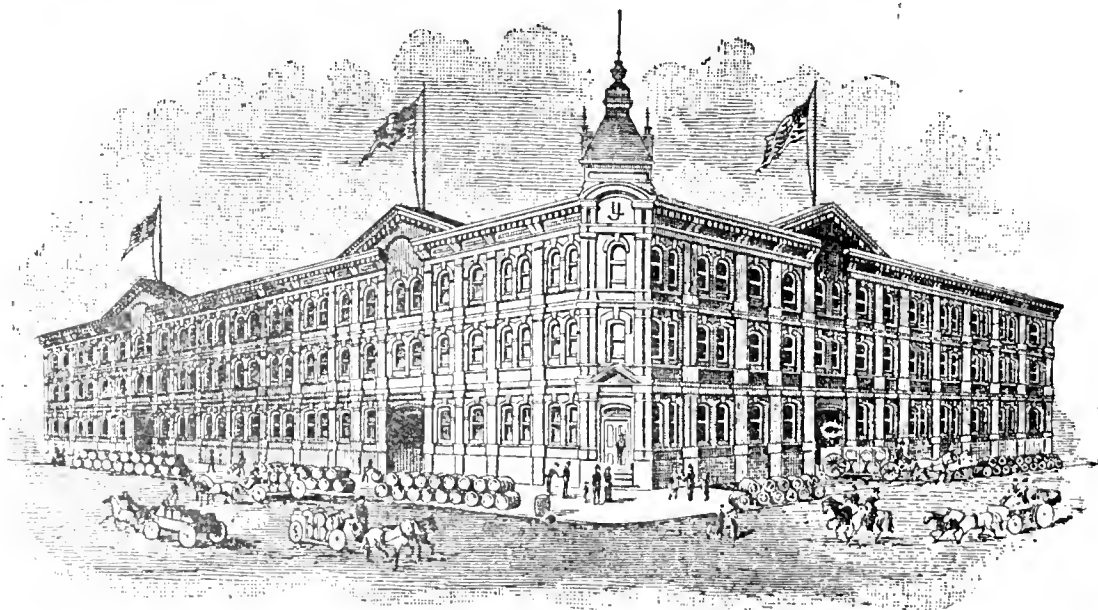
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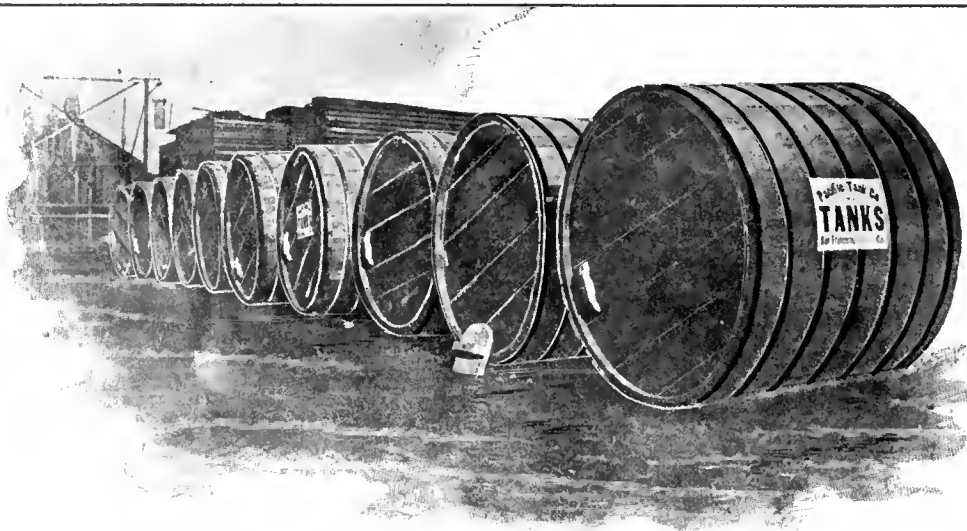
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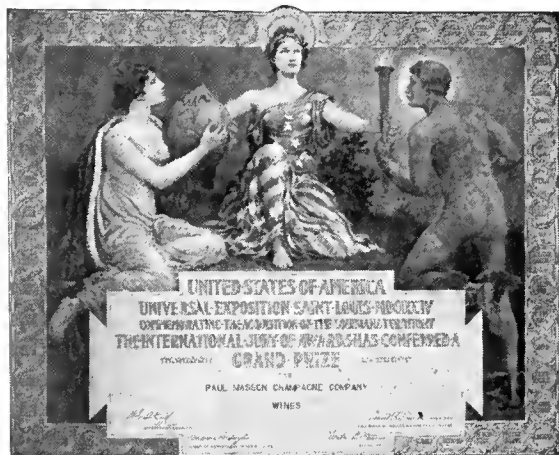
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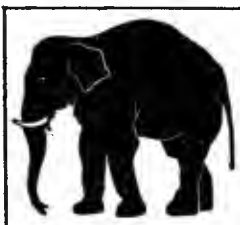
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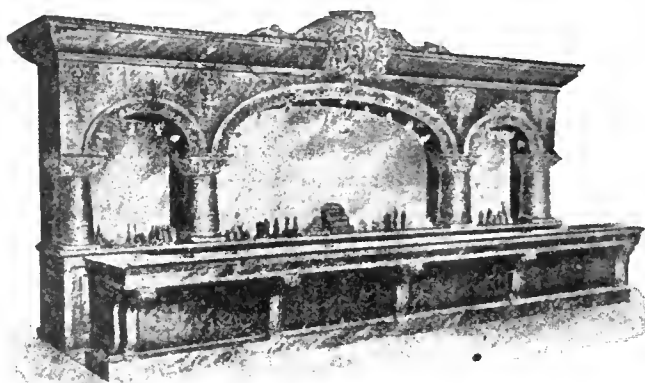
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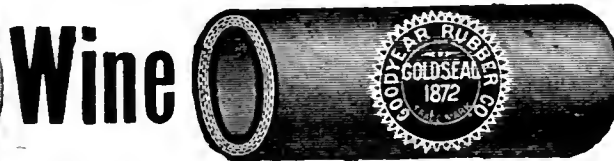
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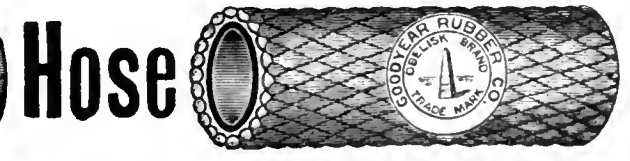
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# PACIFIC WINE AND SPIRIT REVIEW

Issued Monthly

R. M. WOOD - - - - EDITOR AND PROPRIETOR

E. F. WOOD, - - - - SECRETARY

OFFICE: 127 MONTGOMERY STREET, SAN FRANCISCO.

Wilson Building : Room 304 : Phone Kearny 2597. Home C2559.

The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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## Notice to Subscribers

WE find that subscribers are careless in notifying this office of change of address, but they do not forget to complain if the paper does not reach them promptly. We would request that subscribers changing their addresses notify this office at once in order that delay in delivery may be avoided.

We have received from E. M. Greenway, the Coast representative of Mumm Champagne, a card showing the importation of various leading brands of the sparkling stuff. In this list Mumm is placed at the head with 63,476 cases.

## CLASSIFIED ADVERTISEMENTS

### WINEMAKER WANTS POSITION.

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### CALIFORNIA WINES AND BRANDIES.

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## What About the Wine Industry at the Exposition?

WHAT about the State's display at the Panama-Pacific Exposition? It is all very well to subscribe the requisite money to erect the necessary buildings, and to invite the nations of the world to participate in the celebration of the opening of the canal, but even a generally successful display would mean practically but little more to California than if it were held at New Orleans or elsewhere, unless *the State itself is properly represented*. There have been many great international expositions since the first held in 1851, both in this and other countries. Hitherto, however, they have been held in great cities and in well known and long established communities and the sameness of the displays has somewhat satiated the public. In this instance it is entirely different. Held to celebrate the completion of the great water-way between the Atlantic and Pacific oceans, it has been located in the Paradise of the Pacific Coast—California.

This State, much advertised as it has been during the past quarter of a century, is still but little known to millions of our own countrymen, not to speak of the inhabitants of other countries. The wealth of California and her sister States west of the Rocky Mountains, so great as to be almost incredible, is but partially understood and appreciated, and the same may be said of the advantages to Oriental commerce insured by the development of the Pacific Coast by the opening of the canal. Therefore, now is our chance to educate the world. Are we ready to make the most of the opportunity?

To confine our remarks more particularly to our own State's great industries, we ask is the importance of so displaying them as to *command* the attention of visitors to the coming exposition fully understood? Surely the \$5,000,000 appropriation made by the State to insure its success should provide for a splendid and imposing display of every special industry. So large and attractive should these be made that even the casual observer can not pass by them without being impressed with the magnitude of what they stand for, and a realization that California leads the world in their production.

First and foremost the REVIEW calls attention to the twin industries of grape growing and wine making. In them we are competing, and that successfully, in quality, with the great viticultural countries of Europe. This has been shown time and again by the medals and diplomas won at European expositions. The latest, and perhaps the greatest, victory being the award of the gold medal to the Italian-Swiss Colony for its exhibit of California Champagne at the recent Turin Exposition. In 1915 we must make such a showing as to gain the world for a market, which millions of acres of the most desirable soil and a perfect climate, will enable us to supply in quantity as well as quality. This coming exposition must show where the crown belongs.

In 1915 we have the opportunity of demonstrating to the world what California can do. Let us, therefore, get together and make such provision for the State's exhibits that the knowledge of California's possibilities will be impressed upon the coming crowds, and by this means be spread to the uttermost ends of the earth!

In the case of Quanchi vs. the Ben Lomond Wine Company, an action upon a promissory note involving the validity of an extension of time for the payment of the note, and the question of the statutes of limitations, the lower court gave judgment in favor of the plaintiff. An appeal was taken to the Appellate Court, which has recently rendered a decision sustaining the trial court, and refused a rehearing.

## Grape Growers' Association of California Active

TWO very important meetings of the grape growers and wine makers of the State were held in San Francisco during the past month. On Tuesday, February 20th, at 2 p. m. those who have contributed to the campaign of the Grape Growers' Association of California were invited to gather in the Assembly room of the Monadnock Building to consider the course that should be pursued by the viticultural interests of this State in the Local Option fights that will occur early in April in grape growing and wine making sections.

It was the unanimous opinion of those assembled that the grape growers should do everything in their power to oppose Local Option, since the license of every hotel, restaurant, cafe, club, grocery store, summer resort and drug store will be revoked when a section goes dry, and as these establishments are among our principal avenues of distribution of our California wine, it was decided that no grape grower or wine maker could conscientiously vote for local option.

It was also deemed necessary to begin an educational campaign at once among those interested in the industry, so that every one would thoroughly understand the dangers of Local Option to the wine industry of California.

On Friday, February 23d, a special meeting of the San Francisco wine dealers and a few representative wine men from the interior took place at the headquarters of the Grape Growers' Association of California, 45 Kearny street, when steps were taken to send a delegation to Washington, D. C., to oppose the Kenyon Bill, known in the House as the Webb Bill, which is intended to prohibit the shipment of wines into dry territory. The Kenyon Bill reads as follows:

### SENATE BILL NO. 4043.

Mr. Kenyon introduced the following bill; which was read twice and referred to the Committee on the Judiciary. Dec. 21, 1911.

To prohibit interstate commerce in intoxicating liquors in certain cases.

*Be it enacted by the Senate and House of Representatives of the United States of America, in Congress Assembled:*

That the shipment or transportation in any manner or by any means whatsoever, of any spirituous, vinous, malted, fermented, or other intoxicating liquor of any kind, including beer, ale or wine, from one State, Territory, or District of the United States, or place non-contiguous to but subject to the jurisdiction thereof, into any other State, Territory, or District of the United States, or place non-contiguous to but subject to the jurisdiction thereof, or from any foreign country, into any State, Territory, or District of the United States, or place non-contiguous to but subject to the jurisdiction thereof, which said spirituous, vinous, malted, fermented, or other intoxicating liquor is intended, by any person interested therein, directly or indirectly, or in any manner connected with the transaction, to be received, possessed, or kept, or in any manner used, either in the original package, or otherwise, in violation of any law of such State, Territory, or District of the United States, or place non-contiguous to but subject to the jurisdiction thereof, enacted in the exercise of the police powers of such State, Territory or District of the United States, or place non-contiguous to but subject to the jurisdiction thereof, is hereby prohibited; and any and all contracts pertaining to such transactions are hereby declared to be null and void, and no suit or action shall be maintained in any court of the United States upon any such contract or contracts, or for the enforcement or protection of

any alleged right based upon or growing out of such contract or contracts, or for the protection in any manner whatsoever of such prohibited transactions.

Sec. 2. That there shall be no property right in or to any such liquor while in the possession of any railway company, express company or other common carrier in connection with any shipment or transportation thereof in violation of this act.

### DELEGATES TO WASHINGTON.

It was pointed out that the passage of this bill would not only hurt the wine industry, but put the United States on record for the first time in favor of the principles of prohibition. All agreed that every effort should be made to prevent its being reported favorably in both the judiciary committees of the House and Senate.

The following committee was selected to present the arguments of the grape growers and wine makers of California: Senator L. W. Juilliard of Santa Rosa, who headed the fight against the Local Option Bill at the last session of the Legislature; Andrea Sbarboro, M. F. Tarpey of Fresno, C. H. La Rue of Davisville. Mr. E. C. Priber and Theodore Gier were named as substitutes.

Telegrams were sent to the California delegation asking them to delay hearings of both bills, but they announced that as the Senate hearings would close on Saturday, March 2d, it would be necessary for the delegation to leave at once. Inasmuch as Mr. Tarpey, Mr. La Rue and Mr. Sbarboro found it impossible to depart on such short notice, Senator Juilliard and Mr. Priber went ahead prepared to cooperate with the Eastern delegation of grape growers and wine makers, and L. R. Rogers, Secondo Guasti and other wine men who are at present in the East.

In the meantime Representative Kahn succeeded in having the House Committee hearing delayed until March 20th, so that Mr. Sbarboro and others might be on hand.

### DANGERS OF KENYON BILL.

Commenting on the purposes of the Kenyon Bill, Mr. E. M. Sheehan, chairman of the Grape Growers' Association of California, said:

"The measures before Congress are there now because prohibition in the States of Maine, North Dakota, North Carolina, Kansas, Oklahoma, Tennessee, Mississippi and Georgia has not been successful and has not prohibited the use of liquor to as great an extent as hoped for and it is sold surreptitiously and through unlicensed places, known as 'blind pigs.' The prohibition element has learned that prohibitive laws in the State mean nothing if people in their own homes, as consumers, may buy liquor. In the prohibition States the railroad and express companies carry the liquor direct to the consumer, and it is now the wish of the radical prohibitionists to make it impossible for a family to get liquor into its home. The traffic is enormous and the measures mentioned are intended to make it absolutely impossible to get any liquor if you live in a prohibition State.

"The wine makers of California are not caring a great deal about their present exportations of wine into prohibition States. Those sections have not, to any great extent, curtailed the business, and it is only with a thought for the future and what may happen later on that the interested people of this State are taking such decided action. They realize that the effort to cause the passage of such a bill in Congress is but a further step in the aims of the Anti-Saloon League, and they mean to thwart this attempt if it is in their power to do so. That is why the delegation is going to Washington to tell the story to Congress and to endeavor to show the Judiciary Committees of that body how great an injury would be done to an industry in this State that takes care of 60,000 people all the time and is valued at \$150,000,000.



## LOS ANGELES DEPARTMENT

LOS ANGELES, Feb. 24.—Business is rather quiet here in the wine and liquor trade. The lack of rain has affected business to a considerable extent and wholesalers all report a light demand from outside districts served from this center, buyers ordering only sufficient goods to meet current needs. Locally the demand is normal. All the retail trade seem to have the usual amount of business and the family liquor stores are all doing a satisfactory business.

The wine situation shows no betterment; while there is no large demand there is a quiet local movement that does not appear to be affected to any extent, but when a large order figures in the case, price seems to be no particular object and the market is badly disrupted. This is largely owing to the retaliatory measures indulged in by the two big factors in the wine business on this Coast. The action of the Independents in opening up in the "Enemy's" country has been resented by the "Big Four" and a general rate cutting campaign that has thoroughly demoralized the sweet wine market has resulted. The big factors here claim to be keeping out of the fight, preferring to hold their wines, rather than sacrifice them to secure trade. There is the usual movement Eastward from Southern California cellars, but it is largely a matter of keeping up stocks in their Eastern branch houses. The present prospect of no rain to speak of this season, and a consequent serious falling off in the grape production this fall, is probably an important factor in the decision of the leading wine producers here to keep their stocks in the cellars rather than enter into competition in a price-breaking campaign, to the benefit of Eastern buyers. There is no question that if present weather conditions continue there will be a serious diminution in the production of Southern California vineyards this season, and those holding their wines will be in a position to reap the benefits coincident with a short crop. While conditions in business here have not yet been seriously affected by the lack of rain, there is apparent a feeling of uneasiness, because of the possible failure of all dry farming grain and of the inability of the bean men to plant their crops and a realization of what a complete failure of rain would mean to Southern California's irrigation systems, on which depends our citrus crop.

There seems to be a cessation of activities on the part of the prohibition element that has for years been nagging the liquor men here. The latest attempt to "regulate" the closing, etc., of the saloons, was frowned upon by the City Fathers. This with the dissensions among the rank and file of that fanatical aggregation known as the Anti-Saloon League seems to have put a quietus on the long hairs and the saloon men are enjoying a short surcease from the persecution that this bunch of pests have been engaged in for so long. To the credit of the trade its members are almost to a man endeavoring to keep their business up to a high standard of excellence and strictly obeying the ordinances and conducting their places with a due regard to the law, and also have taken the initiative in weeding out any unworthy members who show a disposition to conduct their affairs in a loose manner.

Joe Fast, who conducted the Azalea at 307 west First street for several years, vacated the premises, moving across the street to the new California Building into a very attractive place fitted up in the latest style. The old place has been overhauled and refitted and has been opened by Messrs. Block & Shoen as a saloon and seems to be commanding a very considerable portion of the trade of the locality.

Secondo Guasti, President of the Italian Vineyard Company, left on February 14th, for an extended trip throughout the East. He will be gone for two months or so and will visit all the principal cities of the East and South in the interests of his Company. Mr. Barlotti, the efficient and genial secretary of the company, will be in charge here during the absence of the President.

The saloon located at 132 North Spring has changed hands, Maury Summerfield selling out to Eugene Machtig, who will conduct it hereafter. This place is in a good location and commands a fine trade. Summerfield will probably again connect up with some large house as representative in Southern California, and is considering several propositions now.

Knowles' Nadeau Buffet continues to hold its own with the business men of that busy corner of the city and during the rush hours "Link" and his corps of assistants are kept hustling.

The Waldorf Cafe, adjoining the Chamber of Commerce, during the noon and evening hours looks like the roster of the bulletin boards of the various business blocks in that vicinity because of the number of business men thronging the place. This cafe commands a fine high class patronage that must be very satisfactory to Becker Bros., its proprietors.

Rol King's Hollenbeck Cafe is one of the busiest places in the city at all hours. The popularity of its proprietor and the quality of goods served its patrons tend to keep the force behind the mahogany exceedingly busy.

Johnny Davin is building up a fine trade among the business men in the vicinity of Eighth and Main streets, for his Apex Cafe. John is personally popular and his place is conducted on a high plane that attracts the best class of trade, whose patronage means success.

### Cresta Blanca Wines Forging Ahead

MR. C. J. WETMORE, of Wetmore-Bowen Company, of San Francisco, in company with Mr. Elmer Depue, Eastern Agent for the Cresta Blanca wines, favored this office with a call on February 2. Mr. Wetmore had been in New York a fortnight. Under the progressive direction of Mr. Dupue the Cresta Blanca wines are making rapid headway. Mr. Wetmore said he was well pleased with the way the Cresta Blanca wines are forging ahead. There are few if any places of prominence in New York that have failed to list these splendid wines, and the public is becoming more familiar with them daily, as the increased sales show. Mr. Wetmore spoke of the woman suffrage movement in California. In many small towns in California in which the women have the right of suffrage they have voted against the sale of wine. This is in marked contrast with results in such cities as Los Angeles and Denver. The woman suffrage movement has not yet been harmful to the interests of the wine and spirit trade, but it is a movement which is well worth watching, especially in the small communities where the W. C. T. U. plays so important a part in local affairs.—*Bonfort's*.

## LOUISVILLE DEPARTMENT

G. D. CRAIN, JR., Regular Correspondent, 305 Keller Bldg., Louisville, Ky.

**L**OUISVILLE, Ky., Feb. 26.—Recent developments have shown that the 1912 whisky crop in Kentucky will be considerably below the amount produced last year. This is not because of the belief that business is not as good as it should be, because of the approaching presidential election or any reason outside of the trade; but inasmuch as some of those in the distilling business have been convinced that last year's mash was too large, they are meeting the situation by cutting down the output of 1912 stock.

The season, until the first of the year, had progressed with increases chalked up at the end of every month compared with the preceding season. Now, however, the statistics are running just the other way, and it is pretty safe to assume that this condition will be more and more marked toward the end of the season. The continued high price of grain is also a factor in favor of the reduction in the output. The system will be continued until the end of the present distilling period, and a gradual slackening will result in a yield just sufficient to hold the market stable a few years hence when 1912 goods are offered for sale.

One of the best-known statisticians in Kentucky has estimated that the crop this year will aggregate 37,000,000 gallons. As opposed to the 46,000,000 gallon total of last year, this amount seems unnecessarily small, but it is known that there is a 13,500,000 gallon surplus from the record-breaking crop of 1911, so that the trade has finally gotten to the point where it has long wanted to be, and it is promised that, other things being equal, a high grade of prosperity for the Bluegrass liquor trade for years to come is assured.

That the distillers of the State are cutting down their monthly mashes is substantially established. Last December the crop evened with that of the December preceding. The aggregate amount of whisky made in December, 1910, was 4,463,652 gallons, while the total for last December was 4,469,121. In January the trade succeeded in cutting down its production to a figure appreciably below that of the first month in 1911, and this plan is being strictly adhered to. One of the biggest concerns in the State, at two of its most important distilleries, has reduced the daily grain mash 4750 bushels and others in the field have followed on proportionate scales. It seems to be agreed with the distillers, large and small, that manufacturing will cease for the summer early in June.

With less bottling in bond being done and demand constantly increasing throughout the country, as State after State adopts more rigorous pure food regulations, the whisky men do not see where there is a chance for the market to suffer from any influence for years to come. Within a year or two, it is predicted, the "ages" will have become reduced to absolutely normal stocks and, with the situation completely adjusted, a normal condition will prevail in the market and booming business will rule in the field as a whole.

The entire whisky trade of Louisville is now involved in an interesting experiment which is proving conclusively that blood is thicker than water and which is establishing an unanimously friendly feeling between distillers, rectifiers, jobbers and jobbing distillers. This comprehensive influence is nothing less than a trade lunch, held informally every Tuesday at the Tyler Hotel between the hours of 12:30 and 2:00 p. m.

Several weeks ago a number of the city's best known whisky men concluded that, with the Board of Trade and the Commercial Club and other business bodies flourishing as they are, the distilling industry should have a recognized unit of organization. However, everybody along the Main-street whisky district

is constitutionally opposed to formality, so the promoters of the enterprise decided simply to inaugurate a periodic luncheon at The Tyler, held solely for the purpose of acquainting each person with everybody else in the trade. R. E. Wathen, president of R. E. Wathen & Company, and William Watts, of Paul Jones & Company, constituted a committee which issued letters of invitation for the first affair.

About twenty-five well-known distillers and jobbers attended the inaugural meeting. One member of the trade refused to attend, alleging that the local fraternity had never been able to agree upon one thing in the history of the city and that he did not believe that agreement at a luncheon could be effected. However, even the back-sliders were eventually rounded up, and have been converted so that every Tuesday there is an actual representation of the entire distilling industry of the Gateway City at The Tyler. Anywhere from thirty to forty registered guests, with as many visitors as they care to bring, attend regularly.

The weekly lunch is given over altogether to enjoyment of a delightful menu and personal intercourse between the guests. Speeches, limited to three minutes each, and confined to happy vein, are the order of the day and a presiding officer designated by the title "Mine Host" is appointed at each meeting for the following one. W. A. Miller, of Wright & Taylor, was the first host, and among his successors have been T. H. Flarsheim, of the Bernheim Distilling Company; C. F. Volkerding, of John T. Barbee & Company, and Edward Haas, of D. Sachs & Sons. The unanimous verdict of the trade and public in regard to the regular assembly luncheon of the whisky interests is "No city should be without one!"

That the prohibition wave which has swept over the South will evidence itself with modified strength in Kentucky in the near future is accepted by the Bluegrass liquor trade. The amended "County Unit Bill," giving each county in the State without exception, the right to vote itself "wet" or "dry," is now pending in the General Assembly at Frankfort and will probably have assumed definite form as a law by the time that this issue of THE REVIEW reaches its readers. Both the Senate and House have passed respective measures dealing with the local option question and granting the desired right to the counties of the commonwealth. While these measures are largely identical, they have not yet been concurred in by both bodies, and concerted action is only a matter of time. Only five counties, incidentally those which are the most populous in the State are conceded to be permanently "wet" by the liquor interests.

The proposed repeal of the present anti-shipping law in Kentucky is of great interest to distillers, and it is believed that the statute in question will be rescinded at the present session of the Assembly. The law has for some time past prohibited the shipment of liquors from a "wet" point in the State to "dry" territory therein. Consequently whisky shipments out of Louisville to prohibition points have had to proceed through branch houses maintained by local interests in Jeffersonville and New Albany, Ind., directly across the river. Traffic from the Southern Indiana point is, of course, interstate, and not to be interfered with by Kentucky law. The prospective repeal of the anti-shipping measure will make branch Hoosier shipping stations unnecessary and will save a considerable annual expense in the local trade.

Possible increases in State taxes upon the whisky interests, now under consideration with the Legislature, are proceeding slowly, and stand small chance of enactment, according to well-founded opinion in the trade. One measure now pending provides for an increase of the State tax upon blends from 1¼

cents per gallon to 2½, 5 or even 10 cents per gallon. Another measure provides for a sweeping State tax upon all whisky produced in Kentucky, assessing every gallon from 2½ to 5 or 10 cents, according to whether it is straight or rectified. Neither of these proposed tax revisions is causing worry among the distillers.

R. E. Wathen & Company have had erected one of the few electric signs along the Main-street whisky district. The sign is an immense one, extending from the first to the third floor of the establishment and containing hundreds of tungsten bulbs, it exploits "Old Grand-Dad Whisky," and is part of the local advertising campaign which is being furthered by the company at present in order to quickly dispose of a limited bonded stock of the special brand.

The Greenbrier Distilling Company, one of the best-known concerns in Louisville, doing extensive business along the Pacific coast, has removed headquarters from 104 East Main street to suite 407-S Paul Jones Building, in this city.

The Whisky Committee of the Louisville Board of Trade contains the following appointees for 1912: Bernard Bernheim, chairman; Davis Brown, E. Grabfelder, Herman Volkerding, Alex T. Farnsley, James Thompson, E. M. Babbitt, W. A. Miller, A. Schwabacher, Graeme MacGowan, M. S. Greenbaum, J. E. Oppen, Philip Hollenback, John C. Weller, Dan H. Russell, R. T. Pfeiffer, O. H. Irvins, Edwin Chase, I. Hermann, Henry Wilkins, Hilmar Ehrmann, Morris D. Sachs, Oscar E. Reben, Howard Holmes, G. Lee Redmon, Owsley Brown, Edward M. Flaxner, J. C. Marks, W. O. Bonnie, Max Sellinger, R. E. Wathen, Blackmore Wheeler, S. H. Wheeler, S. I. Greenbaum, H. A. Winkler, Henry Christman and Lawrence ones.

C. P. Moorman & Company, a prominent local whisky concern, recently purchased the W. B. Samuels distillery, located at Samuels, in Nelson county, Ky. The newly-acquired plant is one of the largest and most important in that section of the State. The deal was made with the heirs of W. D. Samuels, the founder of the Nelson county enterprise.

Thixton, Millet & Company, one of the best-known liquor concerns in Louisville, has taken over the big distillery of Blair, Osborne & Ballard, at Chicago, in Marion county, Ky. The Thixton, Millet Company is now working its new property, which consists of eight acres of land, well located, containing four extensive warehouses, a distillery and a bottling shed, together with a number of cattle pens.

The Louisville liquor trade has learned with regret of the recent death of Charles Roth in a Los Angeles, Cal., hospital after a long illness with hardening of the arteries. Mr. Roth had passed through Louisville a short time prior to the fatal attack which made it necessary for him to seek hospital treatment. He was well-known among Kentucky distillers, having been identified with the whisky trade for more than forty years. Mr. Roth was president of Charles Roth & Company, of Cincinnati, O., controlling the output of the Spring Hill Distilling Company, of Spring Hill, Ky., and representing Max Sellinger & Company, of Louisville, together with the Old Stone Distilling Company, of Chicago, Ky.

The Interstate Commerce Commission recently decided that Kentucky distillers and liquor dealers may ship goods to points west of the Mississippi river under the old rules of the Western Classification Committee. A set of new rules in this connection was recently issued by the Commission, but the application of them to the liquor shipping trade was proved to be unjust and suitable regulation was what the Commission followed.

W. P. Traylor, aged 65 years, of Stanford, Ky., one of the best-known distillers in that portion of the State, died at his home in Stanford a short time ago from an attack of heart disease. Mr. Traylor was the founder of the Edgewood distillery in Stanford.

## Thousands of Army Women Ask Congress to Restore Canteen

A PETITION signed by about 2300 women—wives, daughters and relatives of army officers, stationed at various army posts in the United States and its possessions—asking for the restoration of the army canteen, was presented to Congress. Among the signers are: Mrs. Leonard Wood, wife of the chief of staff; Mrs. Fred D. Grant, wife of the general commanding the Division of the Atlantic; Mrs. Arthur Murray, wife of the general commanding the Western Division; Mrs. Thomas H. Barry, wife of the commandant of the Military Academy, and many other women whose husbands are high in army rank.

It is a curious circumstance that General Fred D. Grant, who at one time approved of the canteen, now states that the army has adjusted itself to do without it, and he would not advocate its re-establishment. Now comes his wife petitioning for its restoration.

During February the petition to place before the people of Berkeley the question of allowing the sale of liquor in the form of sealed packages was filed, signed by 1,268 residents. According to the provisions in the charter, 20 days are allowed for the examination and checking of the signatures on the petition. It is believed that this petition will force the city county to call a special election for the purpose of voting on a charter amendment.

We hear from Martinez that at the beginning of February the new liquor ordinance governing the conduct of saloons in Contra Costa county went into effect and all saloons in all parts of the county closed their doors promptly at midnight and were not reopened until 5 o'clock in the morning. The Supervisors have also decided that in the future no licenses shall be issued to any but citizens of the United States.

At Danville, Contra Costa county, petitions are being circulated by the proponents of the anti-saloon crusade to be presented to the Board of Supervisors at an early date asking that a local option election be called at once when the people of this section of the county will be able to vote upon the wet or dry question. Although the anti-saloon people have been active in several parts of the county of late, this is the first section where the matter has been brought to a head and many people are desirous of voting down the few saloons which now exist here.

At the end of January the City Trustees of Venice took into consideration an amendment to the liquor ordinance, which rules that all persons who seek licenses for dealing in liquors must, in order to obtain such license, first secure the consent and signature of the owners of two-thirds of the frontage of the property on both sides of the street in the block where the license is desired.

At Colusa the liquor question will call for a fight to a finish. The saloon men have been anticipating such a move from the antis; none are surprised that the fight has been started at this time, and expect one of the most exciting elections ever held in the town. They will begin at once patching up their political fences.

At Santa Barbara another important act of the council was the introduction of a revised liquor ordinance. It provides for the selling of liquor in restaurants during meal hours only, the time being designated as 6:30 a. m. to 8:30 a. m., 11:30 a. m. to 1:30 p. m., and 6:00 p. m. to 8:00 p. m. Should this ordinance be passed it will be a telling blow to leading grills as well as the smaller ones, and it is certain that it will meet strong opposition. Another saloon regulation proposed is to lessen the number of places where liquor can be sold and increase the license of all of them.



## Home Industry Banquet a Big Success

**T**HE first annual banquet of the Home Industry League of California, which took place at the Palace Hotel on Thursday evening, February 15th, was one of the most enjoyable of the many notable banquets given in San Francisco in recent years. The guest of honor was Mr. Fred Parker, who was one of the founders of the organization. His good health and future prosperity was drunk during the evening with Cresta Blanca Souvenir wine, Mount Hamilton Cabernet and Golden State Extra Dry Champagne.

The menu showed conclusively that we can supply the best appointed table with everything that is necessary for a bountiful repast. It was as follows:

### MENU.

*NOTE.—Statistics are for annual production in California, unless otherwise specified.*

#### CALIFORNIA OYSTER COCKTAIL.

\$500,000 in Oysters and Shell Fish.

#### OROVILLE OLIVES.

Over 1,200,000 Olive trees bearing in California.

#### HAYWARD ALMONDS.

7,000,000 pounds of Almonds annually in California.

#### CALIFORNIA CONSOMME, A LA PARKER.

San Francisco will soon have the finest water supply in the United States.

#### SACRAMENTO RIVER SALMON.

About \$1,000,000 in Salmon produced annually in California waters.

#### MARIN COUNTY BUTTER SAUCE.

About 50,000,000 pounds of butter produced annually.

#### SAN JOAQUIN SPRING LAMB.

Nearly \$10,000,000 in Sheep annually.

#### SANTA CLARA PEAS.

Over 150,000 cases peas canned annually.

#### SONOMA POTATOES.

Nearly \$10,000,000 Potatoes raised annually in California.

#### GOLDEN GATE PUNCH.

\$150,000 worth of Ice produced annually in San Francisco.

#### PETALUMA CHICKEN ON TOAST.

Petaluma produces over 1,000,000 Chickens annually.

#### RYER ISLAND ASPARAGUS TIP SALAD.

Over 600,000 cases Asparagus canned annually.

#### SAN FRANCISCO ICE CREAM.

\$30,000,000 Dairy Products annually.

#### HOME MADE COOKIES.

Bakery Products employ 1500 hands in San Francisco.

#### BLACK COFFEE.

25,000,000 pounds Coffee roasted and ground annually in San Francisco.

*La Natividad Cigars,  
Frankel, Gerdtz & Co.*

*Lord Roberts Cigarettes,  
H. Bohls & Co.*

#### CALIFORNIA DIAMOND MATCHES.

\$30,000,000 Forest Products annually.

The idea of inserting statistics underneath each course was

an excellent one, for it impressed everyone present with the wonderful resources with which this fortunate State is blessed.

When the Italian-Swiss Colony's Golden State, Extra Dry was served, President A. C. Rulofson, who acted as toastmaster, called attention to the fact that this was the first formal banquet at which this new California Champagne was to be drunk. He called upon everyone present to drink a standing toast to the success of the undertaking.

Daniel Ryan, who was the principal speaker of the evening, paid a beautiful tribute to the achievements of the late P. C. Rossi, telling in a dramatic way how he first learned that the Italian-Swiss Colony was to enter the champagne field. It seems that at a banquet several years ago, he sat opposite Mr. Rossi and in the course of conversation said: "How is it, Mr. Rossi, that California does not produce champagne?"

Mr. Rossi, with a merry twinkle in his eye, said: "Just wait; we will." And he invited Mr. Ryan to visit Asti some time to see what they were doing.

Mr. Ryan took advantage of this invitation some months afterwards when he visited Asti with one hundred members of the Olympic Club. In the cellars they were shown hundreds of thousands of bottles of sparkling wine fermenting in the bottle, and Mr. Rossi explained the process of manufacture, giving those present an opportunity to taste the wine, which even then was pronounced excellent.

Mr. Ryan said that when he was rustivating in the Santa Cruz Mountains some months later, he read of the Colony winning the Grand Prix at Turin with their new champagne. He was so interested in Mr. Rossi's undertaking that he says he felt almost as if he had won the coveted honors himself.

Upon his return to San Francisco, a few days later, he took up his morning paper and there was a picture of Mr. Rossi. For a moment he believed he was going to get some additional facts about the award at the Turin Exposition, but at a second glance, he read of the fatal accident that led to Mr. Rossi's death.

Every word of Mr. Ryan's sincere tribute was received with the closest attention, and when he spoke of the mixed feelings he experienced on reading the news of Mr. Rossi's demise, the drop of a pin could have been heard in the banquet room.

Our "Dan's" happy faculty of changing from the grave to the gay was never better demonstrated than when he suddenly changed his talk and announced the guests were there not to be sad but to wish Mr. Parker godspeed.

Altogether the affair was most enjoyable and proved most conclusively that if a wall suddenly arose between California and the rest of the world, we could get along beautifully without the Eastern foods and foreign wines.

### Vintage Festival at St. Helena

**A**T an enthusiastic meeting of the Chamber of Commerce held at St. Helena recently, it was decided to give a Vintage Festival in that city next Fall. The festival will be given on September 6, 7, 8 and 9, and will include viticultural and horticultural exhibits, street carnival and other features. The entire management of the festival has been turned over to the executive committee of the Chamber of Commerce, which is composed of Walter Metzner (Chairman), H. J. Chinn, A. N. Bell, J. G. Johnson, F. L. Alexander, C. H. Greenfield, F. B. Mackinder, T. W. Boalt and Bismarck Bruck.

St. Helena is the center of the viticultural industry. It has in its vicinity some of the finest vineyards and largest wineries in the State and a unique, entertaining and instructive festival will, we feel assured, be arranged.

The St. Helena Chamber of Commerce was recently reorganized by the election of Walter Metzner, President; H. J. Chinn and A. N. Bell, Vice-Presidents; J. G. Johnson, Secretary, and F. L. Alexander, Treasurer.



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## Voice of a Safe and Sane Press

THE Hollister *Bee* believes that the initiative, which only requires 10 per cent of the voters' signatures to draft any ordinance or law that any municipality requires, is "much better, more direct, enables people to develop their surroundings without friction," than the Wylie option law, and has practically rendered that law useless. It says: "All that is required, for instance, at the present time is for the business men to draft an ordinance. \* \* \* Then get a petition signed by ten per cent of the necessary voters and present it to the Town Trustees at its next meeting with the ordinance. If they don't pass it then and there, they must put the ordinance up to the people at the municipal election in April. By these means, which are easily put in force, the onus is not thrown entirely on the trustees of trying to please everybody or please nobody and the town will be better served and will progress. A kingdom divided against itself cannot stand, neither can a town.

The San Jose *Times* thus sums up the disappearance of the Prohibition party from the ballot:

"There is a peculiar persistency about the little coterie of kindred spirits known as the Prohibition party. For nearly fifty years this company of earnest enthusiasts has kept up its political party formation in spite of the fact that there have been practically no gains in its number of voters and no recognition of its separate political methods by the growing temperance sentiment of the country. And now, because these people failed to poll 3 per cent of the vote at the last election, so far as the official ballot is concerned, there is no Prohibition party in California any more. This will make no difference, however, in the vote of the Third Party Prohibitionists. They may still write in their candidates on the regular ballot, and so persistent and coherent is this vote that it will be practically unchanged by the mere incident that the party name does not appear on the ballot.

We give in part the opinion of a correspondent of the Hollister *Bee* upon the injustice of the Local Option Law:

1. Because it is not true local option. And the Anti-Saloon League says: "It permits the people to vote saloons out, but does not let them vote saloons in." Sec. 22.

2. Because it is not majority rule. It goes into effect if only one-half of the voters favor it. Sec. 10.

3. Because it denies the people the right to rescind their own action. One-half the voters can compel the Trustees to refuse licenses; but even a unanimous vote cannot compel the Trustees to issue licenses. Sec. 22.

5. Because it is deceiving the people by masquerading as an anti-saloon law, when in reality it is prohibition. It absolutely forbids the retail of wine, beer and all liquors.

8. Because any local option law is unjust. The liquor business, like any other business, should be subject only to the inexorable law of demand and supply. The very fact that liquor is sold shows there is a demand for it. A local option law does not remove that demand, but, as experience shows, confiscates the property of licensed and law abiding liquor dealers and places the business in the hands of unlicensed and law-breaking "blind piggers."

The Portland, Oregon, *Oregonian*, says that "the spectacle of Eugene W. Chafin, the Prohibition candidate for President, perambulating the country reminds us that there is a Prohibition party. The attenuated frame of that once formidable organization offers an instructive object for contemplation, but no longer plays much of a part in the living world. Desirable as the promotion of temperance is, the American voter has pretty well convinced himself that prohibitory legal enact-

ments do not help a great deal to that end. The saloon may be closed in one form, but it reappears in some worse one before a great while, and the law stands powerless before its illicit doors.

The *Index-Tribune*, issued in Sonoma City, takes a sensible view of the result of local option in the Russian River Valley, when it says: "Local Option, should it prevail in this Supervisorial district, will not only visit disaster upon our summer resorts, in which over a million dollars are invested, but it will bring ruination upon our merchants and the business interests of our entire valley. With the elimination of our summer resorts, big and little, which is sought through Local Option, this valley would lose its principal business asset. Not only would our merchants and shopkeepers for the most part be put out of business with our summer resort keepers, but the two railroad companies, the electric light and power companies and other public service corporations doing business in this valley would receive so serious a set back that they would retrograde and cease to become developers in a territory cursed with the evils of Local Option. The result would be higher taxes for our farmers, poorer transportation service and a reduction in land values throughout Sonoma Valley of at least 50 per cent.

Here is the Hollister *Bee* buzzing again. It declares that "there is considerable speculation among the liquor men of this city as to what effect the women's votes will have on their business. There is no doubt that the church and prohibition element are counting on the votes of the women, and there is already an energetic onslaught to try to turn the town into a blind pig, no-license town next April. Registration of the women has been heavy, and representatives of "the better element" are exceedingly busy in getting the women on the register for the April election, and it behooves the liquor men to see that every one engaged in the business so conducts it as to leave no ground for complaint; only by so doing can they hope to hold the votes of those who, while not particularly in favor of the traffic, still are not fanatical, and will vote for a properly controlled license system.

### Prohibitionists Can't Get on the Ticket

ATTORNEY-GENERAL U. S. WEBB, through Assistant Attorney-General E. B. Power, recently published an opinion that the Prohibition party is not entitled to a party candidacy in the ensuing May Presidential primaries in California. The opinion was in response to a request of Frank C. Jordan, Secretary of State, for advice as to whether, under the State laws, the Prohibitionists should be allowed a candidate.

The Attorney-General holds that to obtain a party designation the State law makes it necessary for a party to have obtained 3 per cent of the votes cast at the previous election. Jordan asked whether the law touching upon the necessity of obtaining this percentage of votes referred to the last gubernatorial or the previous Presidential election, in 1908. If it applies to the election of 1910, he maintains, the Prohibition party will be denied a party candidate; but if it applies to the 1908 Presidential election the Prohibitionists polled the necessary 3 per cent and are entitled to a party designation.

In his decision Mr. Webb says: "The State election of 1910 was such a general election, and is the election referred to in subdivision 6, of section 1 of the primary election law, as the 'last general election, before the holding of the primary election,' which primary election means the September, and not the August primary election. No political party, therefore, is qualified to participate in the ensuing May Presidential primaries unless it polled at least three per cent of the entire vote of the State, at the election held in November, 1910."

As at that election the Prohibition party did not poll the required 3 per cent, it naturally follows that it has lost its party designation.

## More Troubles for the Sweet Wine Men

THE latest "reform" organization is the Temperance Alliance, of Detroit, Michigan, which has set itself the task of solving "how drunkenness shall be reduced to its minimum and the greatest number of people be made temperate, sober, righteous and Godlike in their drinking, as well as in all their other habits of life."

In the third number of their mouthpiece, *The Alliance News*, they explain their "Michigan plan," and voice the following opinions:

"We hold that there is a vast difference between strong drink, that is, distilled spirits, such as brandy, rum, gin and whisky, and all nostrums of which distilled alcohol is an essential ingredient—and natural fermented beverages, such as wine and beer. The former are positively evil, injurious and truly poisonous; they have toxic effects when used in any quantity, and are correctly known as 'intoxicating liquors.' But wine, beer and other beverages which contain only the limited amount of alcohol required for their preservation, and which is generated in them by natural processes, are not poisons, nor are they necessarily injurious, nor in any true sense evils when used as other beverages are. These are not 'intoxicating liquors'; they do not have toxic effects on the human system unless used in inordinate quantities—intemperately.

"A compound substance is not necessarily poisonous because it contains an element that is a poison when separated from the mass. Absolute alcohol is a poison and all liquors containing alcohol in a greater proportion than can be generated by fermentation—that is, more than ten per cent by weight—are to an extent poison, which increase in their toxic or poisonous effects as the amount of water they contain gets less and less. The air we breathe is not a poison, nor poisonous, although more than three-fourths of it is nitrogen gas—a deadly poison."

All sweet, or fortified wines, however, they put in the same category with brandy, rum, gin and whisky. Listen to this:

"In 1890, the Congress, in its stupid wisdom, actually tagged on to the McKinley Act of that year, a clause which allows wine makers to set up distilleries and to distill so-called 'brandy' free from any tax whatever, said 'brandy' to be used for the purpose of adulterating sweet wines. This brandy distilling business is now carried on to such an extent that the Commissioner of Internal Revenue in his Annual Report, just published, declares that during the last fiscal year, ending June 30, 1911, no less than 474 distilleries, operating under the direct sanction of the Federal Government, produced 5,101,517.5 proof gallons of 'brandy,' 3,000,121.22 gallons of which were used in adulterating ('fortifying' is the technical term used) 19,498,767.24 gallons of sweet wine of the following brands, viz: Port, Sherry, Angelica, Muscatel, Madeira, Catawba, Malaga, Tokay and Seppernong."

If the Temperance Alliance has its way, this will be promptly changed, for they aim to accomplish three great "reforms":

First:—The amendment of the State laws, so that brandy, rum, gin, whisky, fortified wine, liqueurs, cordials, bitters, cocktails, absinthes, and potable nostrums of every sort, whose composition is based on distilled alcohol, shall be done away with and only pure wine; beer and cider trafficked in, and that under a strict system of license or tax.

"Second:—To secure the repeal of that part of the McKinley Act of 1890 and all amendments thereto which allow wine makers to distill brandy free of tax and add the same to sweet wine for the purpose of making it more than doubly as alcoholic as it can possibly be made by natural fermentation.

"Third:—To secure the delegation to Congress by the several States of the sole power to manufacture, import and traffic in distilled spirits. Congress then enacting such laws as may be necessary to prevent distilled alcohol from being used for beverage purposes."

To secure members to their organization who approve of their aims, they are sending out millions of pledge sheets which read as follows:

"I, the undersigned, do hereby promise, upon my honor, to hereafter totally abstain from drinking Whisky, Brandy, Gin, Rum, Fortified, Compounded, Imitation and other Adulterated Wines, Cordials, Liqueurs, Bitters, Cocktails, Highballs, and all other beverages and nostrums whatsoever containing Distilled Alcohol or Distilled Spirits in any degree; Promising and Pledging myself further—should I use Alcoholic Drinks at all—that I will confine myself absolutely to a strictly temperate use of natural fermented beverages only—such as pure and simple Wine, Beer and Cider."

As soon as a sufficient number of names have been received to warrant it, it is announced a meeting will be called in Detroit, and then, look out.

Our dry wine manufacturers will doubtless receive this news with smiles, but our sweet wine men will hardly welcome a campaign that is intended to put them out of business, for they have troubles enough already. However, it ought to make them realize that they must stick together for mutual protection and begin an educational campaign that shall counteract the narrow policy of the Temperance Alliance.

### Pay Your Bills Promptly

THE man who can pay his bills and doesn't is one of the public enemies who are responsible for the slow recovery of business. He cripples industry, restrains trade and creates a long line of debtors who cannot pay. He is a brake upon prosperity, a drag upon humanity.

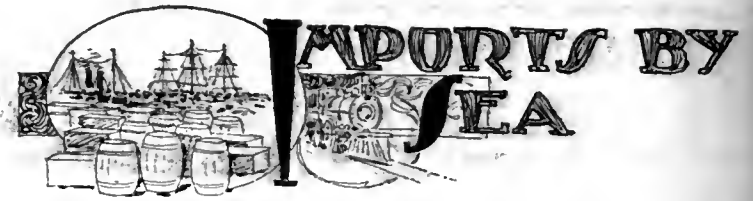
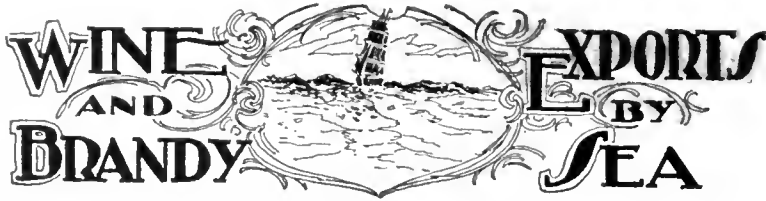
He has been a deterrent factor in business the past five years, ranking in depressive effect next to the financial flurry of 1907. The habit of deferring payment, contracted anew in 1907, has become chronic with individuals, firms and corporations, and has served to harass business to an extent appreciable only to the bankers who carry the accounts of the retailers and smaller manufacturers.

By withholding payment of one bill a procession of difficulties is formed. A hoards his cash and embarrasses B, who has to put off C, and D is pressed to the wall. The chain of evil, started by the prosperous, reaches down through the ranks of industry, commerce and labor, cramping enterprise, confining trade and galling most of all the men at the bottom of the business structure.

This survival of panic times has become engrafted upon our business system to such an extent that in some circles the pride in being considered "prompt pay" is now regarded as old-fashioned, and skill in putting off one's obligations has come to be reckoned a desirable acquisition.

But the business situation today seriously demands the classing of the deliberate slow-payer with the cheat. His reformation would free the involuntary slow payer from a plight that is none of his choosing, and would make the wheels of business hum with prosperity.

You who can, pay up. Then those who now can't pay will be able to do so. Money will flow faster through the arteries of the country's life, and all the people will be benefited.—New York Mail.



### NAMES OF CONSIGNEES WILL NOT BE GIVEN

Owing to a recent order of the Secretary of the Treasury through his local representatives, it has been found necessary to discontinue giving the names of the Consignees at this port. We regret to have to make this announcement, but for the time being, such conditions will rule.

FROM JANUARY 20, 1912, TO FEBRUARY 20, 1912.

Destination.	Cases.	Gallons.	Value.
To British Columbia .....	26	1,796	\$682
" Central America .....	26	32,496	11,527
" China .....	54	3,289	1,579
" Hawaiian Islands .....	125	66,651	27,927
" Japan .....	17	105	219
" Mexico .....	.....	5,636	2,270
" Philippine Islands .....	.....	500	200
" South America .....	.....	15,304	4,632
" Samoan Islands .....	.....	20	11
" Society Islands .....	.....	1,761	561
" Dutch East Indies .....	.....	375	143
" Germany .....	.....	5,850	2,340
" Switzerland .....	.....	50	13
" England .....	18	9,836	4,198
" New York .....	8	1,199,016	426,250
" Other Eastern States .....	.....	48,105	15,167
Total .....	274	1,390,790	\$497,719

#### WHISKY.

Destination.	Cases.	Gallons.	Value.
To Alaska .....	.....	376	\$673
" Central America .....	3	188	461
" China .....	.....	234	244
" Hawaiian Islands .....	215	4,829	11,314
" Mexico .....	35	123	375
" Philippine Islands .....	300	.....	1,435
Total .....	553	5,750	\$14,502

#### BRANDY.

Destination.	Cases.	Gallons.	Value.
To Hawaiian Islands .....	68	342	\$1,058
" Germany .....	.....	1,021	1,021
" Australia .....	2	.....	20
" Philippine Islands .....	1	.....	60
" New York .....	3	625	1,197
" Other Eastern States .....	.....	102	179
Total .....	74	2,090	\$3,535

#### BEER.

Destination.	Packages.	Value.
To Alaska .....	71	\$666
" Central America .....	1	5
" China .....	25	126
" Hawaiian Islands .....	273	2,391
" Mexico .....	2	15
" Society Islands .....	92	160
Total .....	464	\$3,363

#### MISCELLANEOUS EXPORTS.

Destination.	Packages and Contents.
To British Columbia .....	10 cs Cognac, 125 cs Bitters, 12 gals Cordials
" Central America .....	1 cs China Spirits, 4 kgs 27 gals Vermouth
" China .....	52 cs Mineral Water, 2 cs Cherries in Maraschino
" Hawaiian Islands .....	18 cs Grape Juice
" Japan .....	125 cs Grape Juice, 1 cs Punch, 7 cs 3 bbls Alcohol
" Mexico .....	52 cs Liqueurs, 10 cs 10 gals Spirits, 113 cs Mineral Water
" Philippine Islands .....	21 cs Cordials, 7 cs Cherries in Maraschino, 1 cs Lime Juice
" South America .....	45 cs 1 bbl Cider, 40 cs 2 bbls Stout, 40 cs Ale
" Society Islands .....	5 cs Chartreuse, 10 cs Cognac, 15 cs Champagne
" New York .....	22 cs Gin, 2 cs Syrup, 3 cs Sherry, 27 cs Vermouth
" Other Eastern States .....	1 cs Grape Juice
" Germany .....	1 cs Cherries in Maraschino, 1 cs Grape Juice, 1 cs Bitters,
" Australia .....	2 cs Blackberry Brandy
" New York .....	7 cs Grape Juice, 10 cs Cherries in Maraschino,
" Society Islands .....	5 cs Alcohol
" China .....	1 kg Cider
" Hawaiian Islands .....	210 cs Cherries in Maraschino, 735 cs Grape Juice, 120 gals Rum
Total .....	1836 cs 5 kgs 5 bbls 169 gals
Value .....	\$13,700

#### Foreign.

FROM JANUARY 20, 1912, TO FEBRUARY 20, 1912.

FROM NEW YORK (via Salina Cruz)—Per Isthmian, January 23.

1005 cs Whisky .....	San Francisco.
5 bbls Whisky .....	San Francisco.
4 bbls Gin .....	San Francisco.
25 cs Gin .....	Sacramento.
4 bbls Gin .....	Sacramento.
1 bbl Whisky .....	Oakland.

FROM EUROPE—SAME VESSEL.

120 cs Whisky .....	Los Angeles.
25 csks Whisky .....	Los Angeles.
10 cs Rum .....	Los Angeles.
10 cs Gin .....	Los Angeles.
10 oets Whisky .....	Los Angeles.
10 bbls Mineral Water .....	Los Angeles.

FROM NEW YORK (via Salina Cruz)—Per Mexican, January 27.

20 cs Cordials .....	San Francisco.
20 cs Whisky .....	San Francisco.
1 bbl Cordials .....	San Francisco.
10 cs Brandy .....	San Francisco.
10 cs Wine .....	San Francisco.
3 csks Gin .....	San Francisco.
5 oets Gin .....	San Francisco.
16 hf bbls Gin .....	San Francisco.
7 bbls Champagne .....	San Francisco.
2 bbls Gin .....	Eureka.
37 cs Gin .....	Eureka.
2 bbls Gin .....	Stockton.
10 bbls Whisky .....	Portland.
10 cs Cordials .....	Seattle.
90 bbls Whisky .....	Honolulu.
25 cs Whisky .....	Portland.
8 bbls Wine .....	Los Angeles.
3 cs Wine .....	Los Angeles.
77 bbls Whisky .....	Los Angeles.
10 cs Whisky .....	Los Angeles.

FROM EUROPE—SAME VESSEL.

40 cs Liqueurs .....	San Francisco.
2 qr csks Wine .....	Los Angeles.
14 bbls Liqueurs .....	Portland.
25 csks Whisky .....	Portland.
60 cs Whisky .....	Portland.

FROM NEW YORK (via Salina Cruz)—Per Nevada, January 31.

42 cs Brandy .....	San Francisco.
311 cs Whisky .....	San Francisco.
42 cs Brandy .....	San Francisco.
3 csks Fruit Juice .....	San Francisco.
12 bbls Gin .....	San Francisco.
14 csks Gin .....	San Francisco.
12 bbls Whisky .....	San Francisco.
1 cs Liqueurs .....	San Francisco.
25 cs Vermouth .....	San Francisco.
35 cs Wine .....	San Francisco.
100 cs Whisky .....	San Diego.
25 cs Whisky .....	Oakland.
35 bbls Whisky .....	Sacramento.

FROM NEW YORK (via Salina Cruz)—Per Columbian, February 6.

965 cs Whisky .....	San Francisco.
600 cs Gin .....	San Francisco.
51 cs Brandy .....	San Francisco.
15 cs Cordials .....	San Francisco.
11 cs Wine .....	San Francisco.
15 bbls Whisky .....	San Francisco.
620 cs Whisky .....	Los Angeles.
8 bbls Beer .....	Los Angeles.
2 cs Wine .....	Los Angeles.
3 bbls Wine .....	Los Angeles.
5 cs Wine .....	San Diego.
5 bbls Whisky .....	Stockton.
1 bbl Rum .....	Stockton.
6 cs Brandy .....	Oakland.
30 cs Wine .....	Portland.
8 cs Cordials .....	Portland.
1 bbl Whisky .....	Portland.
1 cs Whisky .....	Honolulu.
4 bbls Whisky .....	Honolulu.
2 bbls Gin .....	Honolulu.
125 bbls Beer .....	Honolulu.

FROM NEW YORK (via Ancon)—Per Leelanaw, February 7.

250 cs Bitters .....	San Francisco.
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FROM EUROPE (via Ancon)—Per San Juan, January 23.

451 cs Wine .....	San Francisco.
590 cs Brandy .....	San Francisco.
193 cs Liqueurs .....	San Francisco.
5 csks Liqueurs .....	San Francisco.
50 cs Gin .....	San Francisco.
5 csks Rum .....	San Francisco.

FROM NEW YORK (via Ancon)—Per City of Para, January 24.

301 bbls Whisky .....	San Francisco.
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FROM EUROPE—SAME VESSEL.

50 cs Wine .....	San Francisco.
125 cs Bitters .....	San Francisco.

FROM ANTWERP—Per Comedian, January 25.

2747 cs Mineral Water .....	San Francisco.
590 cs Amer Picon .....	San Francisco.
432 cs Wine .....	San Francisco.
3 hhd's Wine .....	San Francisco.
537 cs Liqueurs .....	San Francisco.
200 cs Absinthe .....	San Francisco.
1709 cs Vermouth .....	San Francisco.
2745 cs Gin .....	San Francisco.



## IMPORTS BY RAIL IN BOND.

FROM JANUARY 20, 1912, TO FEBRUARY 20, 1912.

## Via New York:

2 cs Wine	From Liverpool.
2 cs Whisky	" "
33 cs Wine	" Hamburg.
1 cs Fruit Juice	" "

## Via Boston:

13 csks Whisky	From Liverpool.
50 cs Whisky	" "

## California Wine to New York in January

From San Francisco, SS. Colon.

1438 bbls.	California Wine Association
238 "	Chas. Stern & Sons
132 "	Order

From San Francisco, SS. American.

140 bbls.	A. G. Marshuetz & Co.
150 "	A. D. Rudini
15 "	Ph. Rapp
160 "	Piedmont Winery
175 "	French-American Wine Co.
65 "	California Wine Association
143 "	Order

From San Francisco, SS. Advance.

47 bbls.	H. Netter
37 "	I. Mansbach & Co.
18 "	California Wine Association
23 "	Order

From San Francisco, SS. Hawaiian.

400 bbls.	E. L. Spellman & Co.
200 "	Ciocca-Lombardo Wine Co.
98 "	Savoy Wine Importing Co.
50 "	Savoy Wine Co.
2245 "	Sonoma Wine & Brandy Co.
685 "	California Wine Association
160 "	Order

From San Francisco, SS. Ancon.

632 bbls.	Italian-Swiss Colony
410 "	Chas. Stern & Sons
1068 "	California Wine Association
816 "	Sonoma Wine & Brandy Co.
35 "	Chas. Schueler
1214 "	C. Schilling & Co.
199 "	Fountaingrove Vineyard Co.
1743 "	Lachman & Jacobi
58 "	French-American Wine Co.
218 "	Scatena & Co.

1172 cs Whisky	San Francisco.
190 bbls Ginger Ale	San Francisco.
15 cs Rum	San Francisco.
235 bbls Beer	San Francisco.
50 cs Beer	San Francisco.
50 cs Stout	San Francisco.
1 cs Ale	San Francisco.
2 octs Whisky	San Francisco.
1 esk Whisky	San Francisco.
755 cs Bitters	San Francisco.
6 octs Wine	San Francisco.
5 csks Vermouth	San Francisco.
2 cs Kirsch	San Francisco.
20 cs Beer	Portland.
50 cs Wine	Los Angeles.
185 cs Gln	Los Angeles.
440 cs Whisky	Los Angeles.
55 bbls Beer	Los Angeles.
50 bbls Ginger Ale	Los Angeles.
70 cs Amer Picon	Los Angeles.
154 cs Whisky	Victoria.
1 cs Whisky	Victoria.
20 cs Wine	Victoria.
285 cs Champagne	Vancouver.
60 cs Wine	Vancouver.
30 cs Vermouth	Vancouver.
1425 cs Gln	Vancouver.
65 cs Liqueurs	Vancouver.
25 cs Cider	Vancouver.
25 qr csks Brandy	Vancouver.
10 octs Brandy	Vancouver.
70 bbls Ginger Ale	Vancouver.
1128 cs Whisky	Vancouver.
105 qr csks Whisky	Vancouver.
75 octs Whisky	Vancouver.
5 octs Gln	Vancouver.
80 cs Mineral Water	Vancouver.
175 cs Stout	Vancouver.
210 cs Beer	Vancouver.

FROM KOBE, JAPAN—Per Tenyo Maru, January 25.

50 csks Sake	Los Angeles.
50 cs Sake	Los Angeles.

FROM NEW YORK (via Ancon)—Per Aztec, January 30.

285 bbls Whisky	San Francisco.
2 cs Wine	San Francisco.

FROM KOBE, JAPAN—Per Persia, February 2.

60 cs Sake	San Francisco.
50 csks Sake	San Francisco.
20 cs Sake	Los Angeles.

FROM KOBE, JAPAN—Per Korea, February 8.

71 cs Sake	San Francisco.
114 csks Sake	San Francisco.
23 cs Sake	Los Angeles.
40 csks Sake	Los Angeles.

FROM NEW YORK (via Salina Cruz)—Per Lyra, February 12.

1 cs Brandy	San Francisco.
10 bbls Gln	San Francisco.
78 bbls Whisky	San Francisco.
11 cs Cordials	San Francisco.
135 cs Wine	San Francisco.
5 bbls Wine	San Francisco.
25 cs Champagne	San Francisco.
1 bbl Rum	San Francisco.
5 bbls Whisky	Tacoma.

FROM EUROPE—SAME VESSEL.

25 cs Champagne	San Francisco.
25 cs Brandy	Los Angeles.
42 cs Mineral Water	Seattle.

FROM EUROPE (via Ancon)—Per Pennsylvania, February 13.

100 cs Mineral Water	San Francisco.
5 cs Whisky	San Francisco.

FROM HAMBURG—Per Sebara, February 15.

250 cs Vermouth	San Francisco.
8 csks Whisky	San Francisco.
50 cs Spirits	San Francisco.
2 csks Wine	San Francisco.
16 octs Wine	San Francisco.
10 csks Gln	San Francisco.
4 bbls Wine	Seattle.
2 hhd's Wine	Seattle.
100 cs Whisky	Seattle.
10 csks Brandy	Seattle.
300 cs Vermouth	Seattle.

FROM KOBE, JAPAN—Per Shinyo Maru, February 15.

130 csks Sake	San Francisco.
105 cs Sake	San Francisco.

E.O. SCHRAUBSTADTER

ESTABLISHED 1864

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SPARKLING WINES

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SAN FRANCISCO, CAL.

TELEPHONES: KEARNY 709

HOME C 3322

444	"	.....Scatena Wine Co.
63	"	..... Order

From San Francisco, SS. Panama.

60	bbls.	.....Chas. Schueler
409	"	.....California Wine Association
430	"	.....Sonoma Wine & Brandy Co.
54	"	.....Chas. Stern & Sons
75	"	.....Schilling & Co.

From San Francisco, SS. Panama.

108	bbls.	.....J. Pacheteau
31	"	.....C. Jouard
168	"	.....Italian-Swiss Colony
200	"	.....Lachman & Jacobi
122	"	.....Scatena Bros. Wine Co.
165	"	.....Roma Wine Co.

From San Francisco, SS. Texan.

99	bbls.	.....Italian Vineyard Co.
357	"	.....Italian-Swiss Colony
484	"	.....French-American Wine Co.
272	"	.....Roma Wine Co.
300	"	.....A. Gazzolo
200	"	.....C. Manzella & Sons
180	"	..... Order

From San Francisco, SS. Alliance.

668	bbls.	.....Lachman & Jacobi
29	"	.....Gundlach-Bundschu Wine Co.
273	"	.....Scatena Bros. Wine Co.
110	"	.....Roma Wine Co.
135	"	.....J. Pacheteau
36	"	.....C. Jouard
330	"	.....Italian-Swiss Colony
138	"	..... Order

From San Francisco, SS. American.

23	bbls.	.....F. Horle & Co.
210	"	.....C. Schilling & Co.
55	"	.....California Wine Association
281	"	.....Lachman & Jacobi
247	"	.....Scatena Bros. Wine Co.
92	"	.....Scatena & Co.
173	"	.....Italian-Swiss Co.
112	"	..... Order

From San Francisco, SS. Kansan.

74	bbls.	.....Golden Gate Fruit Co.
500	"	.....Logomarsino Wine Co.
200	"	.....A. Gazzolo
100	"	.....Fair, Lennon & Co.
325	"	..... Order

### Subscribe, Don't Borrow

THE following article, showing what happened to a stingy farmer, may also happen to the stingy merchant, entailing an equal loss. A word to the wise is sufficient. The "moocher" always gets his, as this farmer did.

A farmer who was too economical to purchase or to subscribe for a paper sent his little boy to borrow a copy taken by his neighbor. In his haste the boy ran over a \$4 stand of bees, and in ten minutes looked like a warty squash. His father, who ran to his assistance, and failing to notice a barbed wire fence, ran into that, cutting a handful of flesh from his anatomy and ruining a \$4 pair of pants.

The old cow took advantage of the gap in the fence and got into the cornfield and killed herself eating green corn. Hearing a racket, the wife ran out, upset a four-gallon churn full of rich cream into a basket of kittens, drowning the entire litter. In her haste she dropped a \$25 set of false teeth. The baby, having been left alone, crawled through the spilled milk and into the parlor, ruining a brand new \$20 carpet. During the excitement the oldest daughter ran away with the hired man, the dog broke up eleven setting hens, and the calves got out and chewed the tails off'n four fine shirts.

### Col. and Mrs. Gier Celebrate Silver Wedding

ON February 9th Colonel Theodore Gier and Mrs. Gier celebrated the 25th anniversary of their marriage by entertaining their many friends at an elaborate dinner given at the Piedmont Park club house. The marriage took place February 9th, 1887, since which time the happily married couple have lived in Oakland, in which city they have been socially prominent. Few men have done more for the viticultural industry than Mr. Gier, who loves it so well, and believes in it so absolutely, that he loses no opportunity to increase his holdings of vineyards. For years he has taken a leading part in every movement for the betterment of the industry, and we feel sure all who know the colonel will join the REVIEW in wishing him many more years of married happiness and civic usefulness.

The silver wedding was an opportunity gladly embraced by the warm friends of the Giers, and many handsome presents of silver in various forms were received by the celebrants.

At Los Gatos the saloon question promises to become a live issue at the municipal election to be held May 8. Up to a short time ago the only signs of animation shown by local option were the casual street discussions of those who happened to be particularly interested, an occasional temperance lecture and a general feeling of expectancy. Now, however, petitions are being circulated calling for a vote on the question of local option at the forthcoming election, not only to put the lid on Los Gatos, but to make the entire supervisory district dry.

## WILLIAM WOLFF & COMPANY

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M. B. FOSTER & SONS, London.....Guinness's Stout, Bass's Ale  
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"QUENCHY," French Vichy Lemonade, bottled at the Spring "La Francaise," St. Yorre, Pres., Vichy, France.

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VINTAGE WINES, STAPLE CORDIALS, BITTERS, PRESERVES, OLIVE OIL, ETC.

## Increased Vogue of California Wines

THE holiday season has been a busy one for the wine men of San Francisco. The demand for the finer grades of cased goods has been unusually large, proving conclusively that California bottled wines, now that they are being widely advertised and offered as California wines, are every day becoming more popular with the American people. To realize the large scale on which our fine, well-matured wines are being bottled, one might, for instance, visit the completed half of the new building of the Italian-Swiss Colony on Sansome and Greenwich streets. It has been in use for the past month and is a veritable beehive with scores of men busy labeling, capping and wrapping bottles that are ready to be cased and hurried to the four corners of the country.

For forty years our good, sound, California bulk wines have been winning their way in the great markets of the world. But until the Pure Food Law put a stop to the practice a few years ago, a large quantity of our choice dry and sweet wines were bottled in New York cellars by unscrupulous dealers and, under the label of some famous chateau, sold at fancy prices purely through the potency of the false crest. Within the past ten years, however, the wine-makers of California have begun to bottle their own wines and introduce them under their own brands, and despite the many obstacles they have had to overcome, their success has been remarkable. Public prejudice in favor of the foreign article, the difficulty of securing avenues of distribution, the prohibition movement which has wiped out markets almost over night, and the difficulty of finding suitable names to make their cased goods known, have all retarded their progress, but the struggle in the long run has been profitable and thoroughly worth while.

According to E. J. W. Tierney, of the Hotel Marlborough, New York, our native wines, through their growing excellence, are actually driving foreign wines from the home market. He declares that "in the best hotels, cafes and restaurants of the metropolis, patrons are now insisting upon the American article, and, in fact, they seem proud to order it." This is certainly in striking contrast to the conditions a few years ago, when the average metropolitan diner would not dare order an American wine above a whisper. Mr. Tierney's claim seems to be borne out by statistics, for according to returns from official sources there has been a marked decrease in the imports of foreign wines and champagnes during 1911.

Not alone at home, but abroad we are winning the highest recognition. The triumph of the Italian-Swiss Colony at the Turin International Exposition, where it won the "Grand Prix," has done much to break down the prejudice against native wines, for when judges of international fame pronounce our wines equal to the best produced anywhere, the American people must surely be convinced.

Ranieri Pini, discussing "Italian Wines in Switzerland," in a recent number of the *Giornale Viticolo Italiano*, pays our California wines a high tribute. He writes: "Switzerland has appreciated the wines of California for years. During my trip, I learned from many sources that during the past year the importation of California wines has been more than usual, not only in Switzerland, but also in Germany and even France. I was interested in getting information on the importation of California wines into Europe, because I had read some months before of the possibility of Italy importing California wines. A favorable opportunity presented itself to me to taste these wines in Switzerland and I was convinced they will never come to Italy as they are fine old wines, which are not adapted to the Italian taste, but which are very much like the wines of France.

I have been told that two very intelligent agents of two different large concerns of California traveled last year for several months in Europe, and especially in France, in Switzerland and in Germany, where they sold important lots of wine. I owe it to the courtesy of an Italian, from Casale, Cav. Giovanni Cavalero, residing for many years at Geneva, to have been able to taste representative varieties of California wines. I tasted some Bordeaux and Bourgogne types, red and white, that were really exquisite. It is known that the best European vines have been planted in California by Italian, French and Austrian viticulturists. From the samples of wine I tasted, I am convinced that these wines have conserved all the characteristics of their place of origin."

Such a compliment coming from such an authority ought to make Americans appreciate the fact that they do not have to buy the foreign article to secure a superior wine.

Now that we have the wines, we must let the American people know the truth and that means an educational campaign of wide scope. At the Panama-Pacific International Exposition our California wine men will spread themselves. I believe that the foreign wine men will also be there with costly exhibits. Our California wine men realize there is only one way to take the wind out of their sails and that is by making a combined exhibits that will be so overwhelming and impressive that the millions of sightseers who flock here will be forced to admit that California is one of the great viticultural sections of the world and that we are today able to provide as fine wines as are made anywhere.

We must house our exhibit in a pretentious building, for we have much to show that is interesting and instructive. Tiers of bottles alone will not do, handsome though the labels may be. Every grape-growing section of the State must be represented. We will doubtless have an educational display. The 1915 Exposition will be a golden opportunity that should be improved and one that will probably not be repeated during the lifetime of our present leading wine men. The valuable publicity that American wines can secure at that time is certainly worth the effort. Our grape growers and wine makers are thoroughly aware of this and you can rest assured they will make an exhibit that will be a credit to California and the whole nation.—H. F. Stoll, in *California Fruit Grower*.

Recently a number of the keepers of summer resorts in Sonoma county waited upon the Board of Supervisors and presented the following resolution passed by about one hundred property owners in Agua Caliente and El Verano:

WHEREAS, Residents and property owners of Agua Caliente and El Verano precincts have presented a written petition to this Board asking for additional regulations concerning the issuance of the retail liquor licenses, and the conduct of saloons, it is therefore

*Resolved*, That no new or additional liquor licenses be issued for such business in either of said precincts, also that no license for any new saloon be granted until the number of saloons in said precincts become less than twelve, and that the number of such licenses be limited to twelve for both such precincts.

At Richmond, Contra Costa county, a petition signed by 134 residents of Supervisorial District No. 3, asking that an election be held in that district, and the people be given an opportunity to vote whether or not the sale of liquors shall be permitted there, has been filed with the Supervisors.

It has been decided that a wet and dry fight is to be an issue in the spring election at Oxnard. The prohibitionists are depending largely upon the women's votes to give them the victory.

## The Italian Vineyard

COMPARATIVELY few people in Los Angeles are aware of the fact that within forty-three miles of this city, on the line of the Southern Pacific Railroad, there exists the largest vineyard in the United States and the second largest in the world, one in Italy comprising a larger acreage.

This vast vineyard so close to Los Angeles was nothing but a Cucamonga desert eleven years ago. It is four miles in length and is three miles wide. By vineyard experts generally it is recognized as the finest vineyard in perfection of cultivation and quality of product in the entire world.

There are 4000 acres in the tract. Since 1900, when its owner began to transform the acres from a state of absolutely barrenness to a condition of highest production by fertilizing and care of the soil, it has more than proved its high value.

This vineyard is owned and operated by the Italian Vineyard Company, of which Secondo Guasti is president and general manager; N. Bonfilio, vice-president, and J. A. Barlotti, secretary. They are heavy investors in the property and in its cultivation and equipment. That they have made a tremendous success of the vineyard is their highest reward, for they have built up one of the chief producing enterprises of the West by their experience and careful attention.

The Italian Vineyard Company raises annually 30,000 tons of grapes and produces for the markets of the world 3,000,000 gallons of wine annually. This wine is of such fine quality that there is always a waiting market for the output. In the planting of the vines, in the care of the property, in the gathering of grapes and in the management of the big plant in general no less than 600 people are employed. Many of these employees are natives of Italy, who have spent all their lives in the cultivation of the grape and the preparation of the wine for the consumption of particular people.

The company established the vineyard on a large scale with various departments and built homes for the families identified with the vineyard. More than forty homes, all comfortable and neat, are on the land and schools are maintained for the children.

Not only are the people on the payroll provided with comforts, but they are given every consideration by way of diversions, and a more contented community cannot be found in like territory in any other section of the Southwest.

The Italian Vineyard Company has provided the best of facilities for the handling of the grapes and the wine. The officials have built and now operate a model plant for the manufacture of their own barrels, which are made by machinery. The capacity of the plant is 200 barrels a day. Modern machinery and other approved facilities are installed in the plant.

Another large and important feature of the enterprise is the fermentation cellar, which is one of the largest of its kind in the world. It is 150 by 450 feet in extreme dimensions and holds 1,000,000 gallons of wine in the tanks. All the wine manufactured by the company is made by the select system of fermentation. Established at the plant is a fifty-ton refrigerator plant which controls the temperature of the vats. There is a special laboratory for analysis of the wines. These scientific provisions assure the very best results for the company and keep up the high standard attained for its products.

One of the great secrets of the success of the Italian Vineyard Company from the inception of the big undertaking and the planting of the selected vines is the employment of the most experienced wine-makers of the old country. Like their ancestors, these men and their children have devoted their entire

lives to the work of manufacturing the choicest brands of wines. While they have given to the company the benefit of their knowledge they have also aided largely in boosting California and Los Angeles by placing on the market wines which are much sought after by people who know quality and who will have none but the best California product.

The wines of the company are sold extensively throughout the West by wholesale and retail firms. In order to aid in the distribution the company has established branch houses in New York, Chicago, New Orleans and Seattle.

The management invites the public to visit the vineyard at any time. All will be made welcome. Many parties come by train and in automobiles to call at the vineyard and view one of the largest industries of the State, which has been built up at the doors of Los Angeles through careful management.—*Los Angeles Times*.

## Scotch Whisky Trade

OWING to the adverse effects of the raising of the duty on home made spirits to 14s. 9d. (\$3.59) per gallon in the 1900 budget, production in the fiscal year 1910-11 shows a decline of 2,288,000 proof gallons. Last year's total of 20,021,000 gallons is the lowest recorded for many years and is in striking contrast to the 35,769,000 proof gallons produced in 1899. Detailed figures for the half year ending September 30, 1910, show that the production consisted of grain whisky to the extent of two-thirds, the remaining third being attributed to the four categories of malt whisky, viz., Highlands, Lowlands, Islays, and Campbeltowns. The pot-still output shows a decline of 2,143,000 gallons as compared with the previous year and of 4,779,000 gallons as compared with 1905. The production of malt whisky was only about half what it was in 1899. The grain whisky production of 13,428,000 gallons declined, as compared with the previous year, by 2,231,000 gallons. The operations of the year under review caused a net reduction of the stocks in bond in Scotland of 3,712,000 gallons, leaving on hand 112,177,000 gallons, and if allowance be made for the losses by evaporation, etc., amounting to 10 per cent, there are still 100,000,000 gallons remaining to meet an annual consumption of roughly 24,500,000 gallons. The distillers are working at their full capacity, and it is feared that a glut will occur.—From the London Economist.

A Redding dispatch dated February 20th, states that the Anti-Saloon League, which has already been instrumental in calling elections to decide for or against saloons in Dunsmuir, Redding, Kennett, Red Bluff and Yreka, filed a petition with the county clerk demanding a special election in Supervisorial District No. 2, which includes the towns of French Gulch, Igo, Ono, Gaspoint and Harrison Gulch. The petition, containing 162 names, makes it mandatory that the supervisors call the election.

It was expected that petitions calling for local option elections in the five supervisorial districts, and six incorporated cities and towns, of Humboldt county, would have been presented at this month's session of the supervisors. That not being the case, the petitions for all eleven elections will be submitted next month.

A petition bearing 364 signatures, 100 more than are necessary, has been filed in Hanford demanding that the wet and dry question be placed on the ballot for the coming election. At Lemoore, a few miles south of Hanford, a similar petition is in circulation and the requisite number of names almost obtained.



## Correspondence

From the Fred Krug Brewing Co.

OMAHA, Nebraska.

EDITOR PACIFIC WINE AND SPIRIT REVIEW:—We have your letter of the 10th and in reply will state that before placing "Luxus" on the market our brew master, with the assistance of eminent chemists, had after many experiments perfected a brew which had the universal endorsement of all connoisseurs. Our aim was to bring out a beer which would absolutely suit the American taste; cost of production was not considered. The best and most suitable materials were purchased, and we are pleased to state that "Luxus, the beer you like," is a phenomenal success; that it is the beer that is liked.

Although the sales on the Pacific Coast are not as extensive as we might desire, or as we expect them to be in the near future, we are nevertheless very much pleased with the steady progress made. Thanking you for an opportunity of placing these facts before the public, we remain,

Yours truly,  
FRED KRUG BREWING COMPANY.  
H. Asmussen, Secretary.

From Nath'l Johnson & Sons

BORDEAUX, 1st January, 1912.  
18, Pave des Chartrons.

SIR:—We beg to inform you that from the present date, our senior, Mr. Harry Scott Johnston, is retiring from any active part in our firm, and is leaving its entire management in the hands of Mr. Henri Johnston, his son, and Mr. Daniel Dollus, his son-in-law, both of whom have since many years been partners with him.

No other changes are made in the traditions of the past, and we trust you will continue to favor us with your confidence and support.

We have likewise given, from the same date, our procuration to Mr. Charles Bergey, who has been with us for many years.

Asking you to kindly take note of the different signatures as at foot, we remain, sir,

Your obedient servants,  
NATH'L JOHNSTON & SONS.

From Luyties Brothers

PACIFIC WINE AND SPIRIT REVIEW, *San Francisco, Cal.*

DEAR SIR: We take pleasure in informing you that we have assumed the agency in the United States for the celebrated sparkling Wines of Messrs. Luigi, Bosca & Figli, of Canelli, Italy, familiarly known as: Bosca Brut (Lacrima-Christi), Bosca Sec (Moscato), Bosca Red (Nebiololo).

Because of their excellent quality and reasonable price, these wines have already attained much popularity and a large sale in the United States. It is our intention to further popularize the wines and to bring them to the attention of those who have not as yet used them. We hope to obtain your co-operation, and assure you that we shall do all we can to make it profitable and pleasant for you in the handling of the Bosca Sparkling Wines.

Thanking you for past favors, we remain,

Very truly yours,

LUYTIES BROTHERS.

## Famous Brewers and Distillers

THE Pilgrim Fathers originally intended establishing their colony in Virginia, but landed from the "Mayflower" at Plymouth Rock, on New England's less inviting shores, because they desired to replenish their exhausted supply of beer.

One of the first men to land in this country from the good ship "Mayflower" was John Alden, of "The Courtship of Miles Standish" fame, a brewer's cooper.

In 1641 John Appleton, a representative to the General Court of Massachusetts, established a fine malt house and cultivated hops.

William Penn, founder of the State of Pennsylvania, and Roger Williams, founder of the State of Rhode Island, were both interested in the brewing industry.

Samuel Adams, who threw overboard the first chest of tea, into the Boston harbor, thereby starting the American Revolution, was a Boston brewer.

Seven signers of the Declaration of Independence were brewers, or indirectly interested in breweries.

George Washington owned a distillery at Mt. Vernon.

Alexander Hamilton and Thomas Jefferson, who disagreed on everything else, both believed that the manufacture of beer should be governmentally encouraged, so as to promote true temperance.

George Washington, the father of our country, had a brew house in Virginia.

Patrick Henry assisted his father-in-law in the bar of his tavern.

Abraham Lincoln himself was the holder of a liquor license in Illinois.

Topazor

The White Wine

Nectarubi

The Red Wine

The Perfection of California Table Wines



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San Francisco

# PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VINICULTURE.

R. M. WOOD, EDITOR AND PUBLISHER  
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## Revive the Viticultural Commission

IN the last number of the REVIEW we published a strong and practical letter contributed by E. M. Sheehan, plainly showing the necessity of a viticultural commission for California. He points out that the State has commissions for the protection of almost every other industry except viticulture, and declares that the vineyardists and winemakers of California are indeed an apathetic element if they do not demand their just rights at the next session of the Legislature.

Once such a commission existed until Democratic political robbery engineered by Governor "Jim" Budd, of buckboard notoriety, abolished it, under the pretence of "economy." Then, for the purpose of increasing his patronage, he appointed the Highway Commission, etc., the members of which were never known to do any thing else than draw their pay. On the contrary, the viticultural commission did more work and was of greater benefit to the State for the \$15,000 a year appropriation than any other State commission. It is certainly time that this mistake be corrected and that an industry in which \$300,000,000 is invested should have a suitable commission to protect and govern it.

Perhaps many of our readers will remember the excellent work of the old commission, when such men as George West, Chas. A. Wetmore, Isaac de Turk, Charles Bundschu, J. de Barth Shorb, E. C. Priber and others of the same standard were at the head of affairs, with Clarence J. Wetmore as executive officer—men who have made their mark in the industry and left no stone unturned to benefit and develop it.

Mr. Sheehan, and every other well wisher of California viticulture, hopes to see this important question brought up when the Legislature convenes in 1913, and then if growers and wine makers will make a united effort it is believed a commission can be obtained. As Mr. Sheehan points out, when the exposition comes with thousands of French, German, Italian and Spanish visitors, seeking information about the wines and vines of California, such a commission will be absolutely necessary. Further, that good and able as were the former commissioners, there are many men now interested in the business fit to take their place, and who would gladly give their time to helping along a cause which all have so much at heart. Therefore, let these twin industries—grape growing and wine making—unite and demand their rights!

## Name "Port," "Sherry," etc., Can Still Be Used

ON January 24th the Pure Food and Drug Board re-affirmed its decision that domestic wines may be labeled "Port" and "Sherry" if the labels state plainly where such wines are produced. On that occasion a representative of the industry told the Board that Californians were satisfied with the present system of labeling products.

## Gratifying Growth of the Wine Industry

GRATIFYING statistics show in detail the notable growth of the California wine industry in the last year. The trade in native wines increased one-half in 1911 and the industry has arrived at a stable basis that makes further development inevitable. California wines have become an established article of commerce, with a market certain to grow on merit.

In two years our export trade has almost doubled. During 1911 the shipments of native wines by sea were valued at \$4,910,138. New York City is the great distributing market for these wines, which are sent from there all over the world in competition with the best European product.

California wine makers have come to realize that it pays to send out only the best, and that way lies the course of successful competition. They have their way to make in the world in opposition to a certain prejudice in favor of the European product, and the one way to overcome that prejudice is to send out nothing inferior. They are already making and selling a merchantable champagne that is admitted by good judges to be the real thing. Their still wines have conquered a wide and profitable market, and if they are not yet quite able to equal the choicest European product, that will come inevitably with the process of time and intelligent development."

The foregoing is from the San Francisco *Call* of February 13. This is the kind of comment the REVIEW and the wine men like to see in papers having a general circulation. Such matter reaches a class of readers who are apt to pause and consider why it is that such rapid development can be made under supposed prohibition and other restrictions throughout the country. The more thought they give this subject the less liable they are to go to the ballot box and vote for either prohibition or local option.

Incidentally we would call the attention of the editor of our esteemed contemporary to the fact that it costs a lot of time and money to gather these statistics and publish them and that this is the only journal that compiles reliable statistics as to our wine export trade. The least the *Call* editor could have done would have been to give the REVIEW proper credit.

## In Old Sonoma

AS a rule the press of Sonoma county has been a unit in advertising by every means in its power that county's various industries, and the great advantages it offers to the home seeker. As a case in point we note that the Santa Rosa *Press-Democrat* has recently been publishing a series of interesting articles, illustrated by numerous and suitable photographs, descriptive of vineyards and wineries. Sonoma's stand as a grape producing and wine making county is so well known, that the articles in question have the additional value of supplying much information as regards these most valuable twin industries as locally carried on. Among the vineyards and wineries so portrayed and described are those of Carl Dresel, near Sonoma; the State Home for Feeble-minded Children, near Glen Ellen; Louis Kunder's near Kenwood; Henry J. Chaudet, at Glen Ellen; Thomsen Bros., at the upper end of Dry Creek Valley; J. F. Fricke, in Dry Creek Valley; Frank Passalasqua, the Fitch Mountain Winery; French-American Wine Company, at Healdsburg; the Italian-Swiss Colony at Asti; and Robert F. Korbel & Bros., on the Russian River, near Guerneville. This winery, the *Press-Democrat* claims, has the honor of being the place where true California champagne was first successfully manufactured in Sonoma county. All of which it considers goes to prove that the grape growing and wine making industries in old Sonoma are of great importance and that it is in this favored county that the vine reaches its greatest perfection.

## OBITUARY

**MR. CARL GUNDLACH**, Vice-President of the Gundlach-Bundschu Wine Co., Inc., died very suddenly in New York Monday morning, February 19th, at the age of fifty-two years.

Mr. Gundlach was a resident of New York for over twenty-five years and during that time was actively engaged in advancing the interests of his firm. His genial disposition gained for him a host of friends, in business as well as socially, and he was widely known for his ever-ready generosity and hospitality. For a succession of years he made his home at the Belvedere Hotel in New York, where he was a popular figure and where he was ever on the alert to greet his California friends in truly California style. He was beloved and esteemed by all who had



CARL GUNDLACH

the good fortune to know him and in him the California wine industry loses one of its most energetic workers.

Although living in New York a great many years, he was true and loyal to his native city and always called San Francisco his "home." He visited this city every few years to renew and cement the friendships of his boyhood days and his death will cause general mourning and regrets among his wide circle of friends and acquaintances all over the United States.

He is survived by five sisters: Mrs. Chas. Bundschu, Mrs. B. Weed, and Mrs. E. T. Schild, all of San Francisco, Mrs. Carl Dresel of Sonoma, Mrs. Frieda Perutz of Teplitz, Bohemia, and a brother, Henry R. Gundlach of San Francisco.

### Proposed Pomace Wine Legislation

ON February 8, a bill was introduced in Congress applying to the use of what is known as Pomace wine. The measure provides that such wine can be used for blending purposes or as a beverage, but it cannot be used for rectification. Up to this time these wines have been quite commonly used for certain rectifying purposes. As this proposed law is supposed to be fathered by the Commissioner of Internal Revenue and is the result of the recent agitation as to the use of Pomace wines, there seems to be no doubt that the measure will become a law.

### The Annual Review

THE annual statistical number of the PACIFIC WINE AND SPIRIT REVIEW, issued on January 31st, was very cordially received not only by its readers but by the press generally. It contained much valuable matter but its most interesting feature was the comparative figures of imports and exports in San Francisco for the year 1910. Those desiring extra copies of this issue should communicate with this office promptly, as the edition will soon be exhausted. The price is 20 cents per copy.

### U. S. Should Squelch the Sophisticators

THE most important service that the Pure Food Board can possibly render the grape growers and winemakers of California is the prosecution of the makers and dealers in bogus, "wines." As an example we call attention to Notice of Judgment No. 1226, the adulteration and misbranding of champagne, by the Wilson Fruit Juice Company of Lawton, Michigan, labelled "Blood of the Grape Champagne." This liquor was analyzed and found to be adulterated and misbranded in violation of the Food and Drugs Act of 1906, and 50 cases of it seized by the authorities and condemned. It was found not to be pure grape juice nor champagne of any type, and it was held that said product was an imitation of, and sold under the distinctive name of another, to wit: champagne, and was labelled so as to deceive and mislead the purchaser, whereof honest domestic wines suffer greatly.

### AMERICAN WINE GROWERS' ASSOCIATION.

#### Officers for 1911.

President—Walter E. Hildreth, of the Urbana Wine Co., Urbana, N. Y.

First Vice-President, Percy T. Morgan, of the California Wine Association, San Francisco, Cal.

Second Vice-President—George E. Dewey, of H. T. Dewey & Sons Co., Egg Harbor, N. J.

Treasurer—L. J. Masson, of the Pleasant Valley Wine Co., Rheims, N. Y.

Secretary—Lee J. Vance, of the American Wine Press, New York City.

Member Executive Committee—Edward R. Emerson, of the Brotherhood Wine Co.

#### District Vice-Presidents.

A. Russow, Monticello Wine Co., Charlottesville, Va.

Paul Garrett, Garrett Co., Norfolk, Va.

I. Bear, Sol Bear & Co., Wilmington, N. C.

Hiram S. Dewey, H. T. Dewey & Sons Co., Egg Harbor, N. J.

D. Bauder, Pleasant Valley Wine Co., Rheims, N. Y.

Henry Frey, Germania Wine Cellars, Hammondsport, N. Y.

D. H. Maxfield, Naples Valley Cellars, Naples, N. Y.

L. R. Ryckman, Ryckman Wine Co., Brocton, N. Y.

Geo. C. Schon, The Lenk Wine Co., Toledo, Ohio.

P. C. Rossi, Italian-Swiss Colony, Asti, Cal.

Henry R. Gundlach, Gundlach-Bundschu Wine Co., San Francisco, Cal.

C. J. Wetmore, Wetmore-Bowen Co., Livermore, Cal.

S. Guasti, Italian Vineyard Co., Los Angeles, Cal.

Alfred Stern, Chas. Stern & Sons, Los Angeles, Cal.

H. Blatz, Sierra Madre Vintage Co., Lamanda, Cal.

# PHIZES



THEODORE GIER

## THEODORE GIER,

**P**RESIDENT of the Theo. Gier Wine Co. of Oakland, Cal., which he established in 1883. Mr. Gier was born at Peine, Germany, where he received his education in the common and high schools, as well as business and commercial colleges. Shortly after leaving school Mr. Gier came to America and has since made California his home. In 1883 he entered into the wine industry, as a dealer. In 1892 Mr. Gier secured his first vineyard and entered the growers' class, since which time he has acquired valuable properties in both the Livermore and Napa Valleys, the two most productive at Saint Helena.

Mr. Gier now makes the city of Oakland his residence, where, through executive business ability and public spiritedness, he has become one of the best liked and foremost citizens.

In September, 1907, Mr. Gier organized the Bank of Germany, one of Oakland's strongest financial institutions of today. He is a member and director of the State Board of Agriculture, as well as having been appointed by the Board of Supervisors as Exposition Commissioner for Alameda County, at this time being chairman. For valuable services rendered during the Boxer war, when Oakland was made a base of supplies, Mr. Gier had the honor of being decorated by the Emperor of Germany with the medal of the Order of the Crown and has also served four years as colonel on the staff of Governor Gillett. He was one of the organizers of the Merchants' Exchange of Oakland, of which body he was for several years president. He was also one of the organizers of the Chamber of Commerce and the California Development Board, and now holds the office of chairman of the finance committee of both organizations.

Mr. Gier is a member of several of the leading clubs of San Francisco, prominent among which is the Union League; also a member of practically all of the Oakland clubs of moment, one of the organizers of the Army and Navy Club, and a member of all German societies in both San Francisco and Oakland.



ROBERT DOMENIC ROSSI



EDWARD ARTHUR ROSSI

## ROBERT DOMENIC ROSSI—EDWARD ARTHUR ROSSI.

**T**HE history of the lives of these two gentlemen, whose names are, through their father, as well as their personal efforts, prominent in the wine industry of California, is practically synonymous.

Messrs. R. D. and E. A. Rossi were born in Oakland, California, on August 7, 1888. As boys they entered St. Ignatius College, from which institution they both graduated with the mark of Bachelor of Arts in 1908.

From this college they entered the University of California as graduate students, where they continued the studies of agriculture, viticulture and vinification, as well as completing their course in chemistry and again winning degrees of Bachelor of Arts. After their graduation from this university they, with their father, the Chevalier P. C. Rossi, made an extended trip abroad, visiting France, Italy and Algeria.

The Chevalier Rossi had made viticulture and the production of choice California wines his life work and was anxious for his sons to succeed him. On their trip abroad visits were made to the principal cellars and vineyards of the above mentioned countries, all famous for their vintage, and with the technical knowledge gained through appliance and study in this country, as well as points brought to their notice by their father, they have been enabled to attain places in the front rank of the wine growing industry of California, both now being prominently identified with the Italian-Swiss Wine Colony, the company of which their father was a founder and which today ranks among the foremost in one of the greatest of California's largest financial assets.

Mr. Robert D. Rossi now occupies the position of assistant to the president of the Colony, while his twin brother, Mr. Edward A. Rossi, is the general superintendent of the vineyards and wineries of the Colony, as well as being one of the directors of the Italian-American Bank of San Francisco, of which city both gentlemen are residents.

A Sutter Creek, Amador County, dispatch says that the Board of Supervisors have drafted a new liquor ordinance and petitions have been since circulated among the saloon men of the county regarding an increase of the license from \$15 to \$30 per quarter, the furnishing of a \$1000 bond by saloonkeepers and the closing of the saloons at midnight. The matter has been held over until the next board meeting, a month hence, for consideration. While there are a large number of saloons in this section of the county, there has been no particular agitation on the subject and speculation is rife as to whether the

move has been started by the liquor interests or the temperance workers of the county. It is likely that the increased license will mean the closing of some of the saloons, and the majority of the people in this section, it is believed, will welcome the midnight closing ordinance if it can be carried.

C. Marquard Forster, 55 years old, manager of the Hyde Park Brewing Company of St. Louis, and vice-president of the St. Louis Brewing Association, died February 21 at his home.



**SECOND SERIES; BUILDERS OF CALIFORNIA'S GREAT WINE INDUSTRY AND THOSE AFFILIATED THEREWITH. NEXT GROUP MARCH ISSUE.**



OSCAR R. W. KRENZ

## OSCAR R. W. KRENZ.

**M**R. KRENZ is closely affiliated with the wine growing industry, being one of our foremost manufacturing coppersmiths, as well as the youngest man of prominence in that particular craft. Mr. Krenz was born March 18, 1881, in the city of San Francisco, California, where he was educated in the public schools during his early youth, and later, being given to advancement, Mr. Krenz took advantage of our night schools and through them and practical experience as a workman in the craft of the coppersmith, has been able to build his business up to the splendid achievement attained today, ranking as one of the foremost. The Oscar Krenz Copper & Brass Works, Inc., have recently moved into new and more commodious quarters, covering a large area on Folsom street, San Francisco, and being a Californian, a San Franciscan, as well as an enterprising business man, Mr. Krenz is concentrating his whole energy to making the craft of the coppersmith one that Californians may be proud of as well as to rank among the first of similar concerns in the United States.

Mr. Krenz has never held any political office and does not aspire to publicity. He is, however, a member in social life of the Native Sons of the Golden West, but his heart is in the coppersmith craft, which is demonstrated by the advances he has made and the distinctive firms that contract with him for their requirements, all of whom demand quality.



PIERRE BERNARD

## PIERRE BERNARD,

**P**RESIDENT and General Manager of the French-American Wine Company, located at 1821-1841 Harrison street, San Francisco, California. Mr. Bernard was born December 26th, 1861, his place of birth being the Department du Var, France. He came to the State of California in 1884 and his knowledge of the wine industry acquired in his native country induced him to locate in Napa Valley, where he engaged in viticulture. Mr. Bernard entered into the California wine business in San Francisco under the firm name of Chaix & Bernard, and in 1903 incorporated the French-American Wine Company, where he held the office of Secretary and Assistant Manager until 1908, at which time he succeeded Mr. Chaix, "now retired," as president and general manager. Mr. Bernard has never held any political office in San Francisco, his principal interest being confined to the wine growing industry. He is a prominent member of both the Moose and Gauloise Clubs.

**A**CCORDING to the San Francisco *Fruit Grower* State Horticultural Commissioner Dr. Cook is personally a strong advocate of prohibition. It goes on to say: "This of course is a personal opinion to which Dr. Cook is entitled, but from some of his actions and comments it would seem he carries his opinions to such extreme as to make him entirely out of harmony with this part of the viticultural industry. If the views and comments accredited to Dr. Cook are facts, it does not appear how he can as State Horticultural Commissioner of California do any sort of justice to the wine grape industry here. This is a big industry in California and a horticultural commissioner must necessarily represent all branches of horticulture, if the office is to be administered along broad lines.

An important business change is announced from Anaheim, namely, the sale by John Wells and V. U. Hall of their interests in the Orange County Wine Company to Erwin Bayha and Pierre Nicolas, who purchased an interest in the business last fall and have since been identified with it. Under the terms of

the transfer Nicolas and Bayha take entire possession at once and are responsible for all bills payable. To Hall & Wells all accounts of date previous to January 1 are now payable and may be paid at the office of the Orange County Wine Company.

Early in February, Geo. West & Sons made the second payment for the wine grapes received at their winery at Lodi, San Joaquin county. About \$90,000 was distributed among growers. This amount represents about one-third of the total price of the grapes bought.

Marquis E. Colai, an Italian nobleman from Naples, who has been visiting San Francisco, was recently the guest of the California Wine Association at Winhaven. This is the Marquis' first visit to California, and he expressed himself as being greatly pleased with all he had seen. He was much impressed by the vast proportions of the great wine making and storing plant at Winhaven.



### Women Voted for the "Wets"

THE water wagon, crowded with prohibitionists, anti-saloonists, religious fanatics and time serving politicians, is traveling through the State, sowing the seeds of dissension and unrest broadcast. Owing to the malicious work of this crew of mischief-makers, some sixty-seven communities have been so stirred up by the false doctrines preached by them that local option elections are about to be held in the near future.

We are glad to be able to chronicle that the insidious attempts to render the third supervisorial district of El Dorado county dry was defeated. A Placerville dispatch states that this, the first local option battle, the opening engagement of the cold water campaign, was won by the "wets" by the good majority of 57 according to the unofficial returns. The dispatch adds: The contest is supposed to have been a test fight between the Anti-Saloon League and its opponents in this county. Out of more than 700 voters about 500 men and women went to the polls in the six precincts in the district.

Evidently the men and women of El Dorado county believe in personal freedom and the proper regulation of the liquor traffic by license. We hope that this first victory will inspire other communities to go and do likewise.

### 19th Annual Convention of the National Liquor League of America

THE nineteenth annual convention of the National Liquor League of America, held at Washington, D. C., January 16th-17th, was one of the largest and most interesting of any yet held.

Thirty States were represented and the able reports from each one were both interesting and instructive and were listened to with marked attention.

The report of the Congressional committee showed that nearly one hundred bills are now before the present Congress aimed at the destruction of the liquor trade. It was a revelation to the delegates to learn of this startling fact.

The president's and secretary's reports were well received.

The election of officers resulted in the selection of Mr. Michael F. Farley of New York as president, Mr. Henry F. Maiwurm of Chicago as vice-president, Mr. R. J. Halle of Chicago, secretary; Mr. Thomas C. Hayes of Newark, N. J., treasurer, the executive committee being Hugh F. Harvey of Washington, D. C., Henry Von Meeteren of Chicago, Col. Martin Inguersen of Clinton, Iowa, Hy. Stuhlman of St. Louis, George T. Carroll of Elizabeth, N. J., Hugh Dolan of New York and T. L. McDonough of Cleveland, Ohio, Richard McCormick of Pittsburg.

Mr. T. L. McDonough, who has been the president for four years, could not be prevailed upon to accept a renomination, so he was presented with a handsome testimonial.

The following resolutions were unanimously adopted:

The committee on resolutions beg leave to submit the following for your consideration:

The delegates to the National Liquor League in convention assembled, make the following declaration:

First: The manufacture and sale of liquors has always formed an important and honorable feature of the commerce of the world.

Second: The products used in our business are intended for the use, enjoyment and benefit of mankind. In view of these facts we are absolutely

opposed to the enactment of sumptuary laws, which will interfere with the personal rights of the citizen.

Resolved, That we favor the regulation and not the prohibition of our business.

Resolved, That in order to bring about genuine excise reforms we urge upon the dealers in every State to prepare at the earliest moment what is known as a limitation law, by which the present number of licenses cannot be increased until the population reaches 500 or more to one license.

Resolved, That we record our opposition to the practice of some brewers who are continually fitting and opening up new retail establishments in every corner irrespective of the effect they have upon those now in business, and the injury it works to the public.

Resolved, That the president of this organization be empowered to appoint such committees as will co-operate with the other branches of our industry for the purpose of formulating plans to carry the limitation law plans into effect.

Resolved, That we extend our campaign of education particularly in the direction of educating the public mind toward the advantages that would accrue from the legalized sale of liquors on Sunday.

Resolved, That in recognition of the constantly growing sentiment of a favorable interpretation of the liquor law brought about primarily by the illegal and contraband sales by irresponsible persons who do not contribute by way of a license fee to the national, state and local government.

Resolved, That we commend the assistance that has been rendered by many individual brewers throughout the country to the extinction of disorderly resorts, thus aiding in molding a healthy public sentiment for the betterment of the retail liquor business.

### Argentina's Wine Industry

THE importance of the wine-making industry in Argentina is steadily increasing, owing to the efforts of interested capitalists, although this industry may be said to be still in its infancy.

The latest statistics obtainable show that the annual production of Argentine wine amounts to 92,459,662 gallons, the value of which in the warehouses is \$25,263,700 United States gold. The 142,500 acres devoted to the vine represent a value of \$72,606,600, and the warehouses are worth, in addition, \$21,230,000. Thus the industry as a whole represents a value of \$119,100,300 United States gold.

Estimating the total population of Argentina at 7,000,000 persons, the production of wine is 13.2 gallons per capita annually. The exports of wine from Argentina are inconsiderable.—From Vice Consul General R. J. Hazeltine, Buenos Aires.

A Redding dispatch dated February 12th states that 13 saloons in the eastern part of Shasta county retired from business today, the last day of the ninety-day limit allowed by law after the supervisor district was voted dry. The towns of Fall River Mills, Millville, Wengler, Ingot, Burney, Whitmore and Round Mountain henceforth will be "dry."

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stand; same old goods;  
same excellent service.  
The fire did not get me.

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Famous Old Campbelltown  
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Wine  
Sazerac de Forge & Sons'  
Brandy  
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**The Chronicle Bar****6 Kearny****San Francisco, Cal.**

P. W. WOBBER, Proprietor

## Wine Cup

Translated by the late Charles Bundschu

## A Fine Mess in Berkeley

(a) "Rhine Wine Song," Franz Rues.

FILL up your crystal glasses  
 With sparkling, golden wine,  
 And say if aught surpasses  
 The vintage of the Rhine.  
 I've roamed through every nation,  
 Have drunk of every kind;  
 But search through all creation,  
 No better drink you'll find.  
 So fill again your glasses,  
 To joy the hours resign,  
 And say if aught surpasses  
 This vintage of the Rhine.

I've sought for fame and glory  
 Far, far across the main,  
 And told love's old, sweet story  
 Again and yet again,  
 But maids at home are fairest  
 Of all on earth to me,  
 So with this kiss, my dearest,  
 My faith I'll pledge to thee.  
 Then fill again your glasses  
 To love the hours resign,  
 And say if aught surpasses  
 The maidens of the Rhine.

Come fill the goblets quicker,  
 Good comrades all of mine,  
 And quaff the sparkling liquor,  
 To praise our noble Rhine.  
 I hear an echo ringing,  
 Borne on the breeze along,  
 The stream is softly singing  
 In answer to my song—  
 So fill again your glasses,  
 To Love, and Song, and Wine,  
 And say if aught surpasses  
 Our Rhine, our German Rhine.

"A Vintage Song." F. Mendelssohn-Bartholdy

(From the unfinished opera, "Loreley")

Words by William Duthie.

On hoop and stave, the long year through,  
 We worked with will and pleasure,  
 And when the cask was firm and true,  
 We pressed the vineyard's treasure.  
 Now blest be thou, blest be thou, oh fresh'ning wine,  
 Thon heart, thou heart, consoler from the Rhine,  
 Thou'lt cheer us without measure.

Thou mak'st our blood, so pure and strong,  
 Run sparkling like a river,  
 Upon his tongue thou pour'st the song,  
 Who silent blest the giver.  
 Thou are the King, art the king of wines so true!  
 Thou art, thou art the very heaven's dew!  
 Well may'st thou speed forever.

THE water-wagon party at Berkeley appear to be up against it with a vengeance if the law given the municipal government of the university city by the city attorney, holds good. In his opinion, as expressed to the council, he said: "There is nothing in the law that could prevent any of you from purchasing liquor elsewhere and bringing it to your homes; neither can anyone prevent your agent from bringing liquor to you. The council cannot pass an ordinance that would prohibit the bringing of alcoholic beverages into this city from neighboring cities." In reply to a question as to whether a license could not legally be exacted from outside firms which deliver liquors in Berkeley, the city attorney replied:

"No, it can not. This council has power to license any business within the corporate limits of Berkeley for the purpose of regulation and revenue, but has no jurisdiction over the delivery of goods here by outside firms, such delivery being merely incidental to the business of firms over which this council has no control."

Under the circumstances it would appear common sense for the Berkeleyites to permit their own business houses to sell liquors in sealed packages in competition with outsiders, and, as we understand it, that is all that is asked. Nothing but pig headed fanaticism prevents the Berkeley trouble from being amicably settled.

## "Phizes" All Right and California Wines Booming

Denver, Colo., Feb. 26, 1912.

EDITOR WINE AND SPIRIT REVIEW, San Francisco, Cal.—  
 Dear Mr. Wood:—I have your favor of the 17th ult. and take pleasure in complying with your request for my photo, which I herewith enclose. Your idea of getting photos of those prominent with the wine and brandy industry in the "land of sunshine" should certainly meet with the approval of all that are prominently identified with the business. Am pleased to state for your publication that I travel over quite a large section of this country and it is gratifying to hear such compliments as we receive from the trade on how fine a quality of wine California is now producing. In fact people are sitting up and taking notice that we are putting out a superior article to the best grades of imported. The firm of Schlesinger & Bender are live wires and are doing our best to live up to this reputation. Will be pleased to have a personal interview when I come to dear old 'Frisco next time. Wishing you continued success, with my best wishes, beg to remain

Respectfully yours,

GERALD F. SCHLESINGER,  
 Vice-President Schlesinger & Bender.

The Enterprise Brewing Company of San Francisco recently filed a suit in San Rafael for \$12,000 against the estate of Frederick Kistenmacher, deceased, and Henry Kistenmacher. The defendants conducted a saloon at Sausalito and one in San Francisco. Frederick committed suicide several months ago.

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TAMPA, FLORIDA



### Absinthe Ruling Not Yet Issued

THE recent report that a law had been passed prohibiting the importation and sale of absinthe in the United States, proves to have been unfounded, and the liquor can be used with impunity until further notice, according to a communication received by the Collector of Customs from the Secretary of the Treasury. The Secretary further says that he has received from the Secretary of Agriculture a tentative draft of a decision by that department prohibiting the importation and sale of absinthe under the pure food act of June 30, 1906. This decision, however, has not been promulgated, but it is believed that it will be in the near future.

Dr. Wiley says that "Importers and others interested in the absinthe business have expressed in favor of the prohibition. The only unfavorable comment, if it can be called such, is that the decision is too sweeping and beyond the power of the Board. We do not think so, but that is for the courts to decide. We are glad the importers are with us in the desire to keep this country from becoming addicted to the monstrous absinthe habit which afflicts France and some other countries."

The absinthe decision will not become effective until Secretary of Agriculture Wilson signs it, although January 1 was the date set in the tentative announcement.



### John Caley

THE sudden passing of John Caley, at his place of business in this city, during the last month was not only a great shock to his numerous friends, but a distinct loss to the trade of the entire State. He was a representative man, clean, genteel, unassuming and would have been a credit to any other calling or profession he might have adopted. If all retail liquor dealers were of the caliber of the late Mr. Caley, the Antis would have little cause for complaint against the traffic. Mr. Caley was a native of New York and 62 years of age at the time of his death. He began life as a cabin boy on vessels plying between New York and Liverpool and came to California when a young man. His first work was in the Auzerai House, at San Jose, where he had charge of the bar. The Auzerai House was then the leading hotel in California, outside of San Francisco. The mining fever took him to Pioche, Nevada, where he spent several years in mining. Mr. Caley at one time owned the celebrated "Reception," in Los Angeles, and he also was proprietor of the famous old "Laurel Palace," at Bush and Kearny streets. He later entered into co-partnership with Wm. Roeder under the firm name of Caley & Roeder. This was about six years before the great fire. The deceased was survived by his wife and her mother, Mrs. King.

The business will be taken over on March 1st, 1912, by Robert I. Harrington who has been long employed by Mr. Caley, and has had charge of the business since the latter's decease. Mr. Harrington is a capable and experienced young man, with many good friends and will no doubt make a fine success of the business, which is located at 333 Montgomery street.

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#### American Fruit Product Co.

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Pure Apple Cider and Vinegar

#### Weisel & Company

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High Grade German Sausage and  
Smoked Meats

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#### Baird-Daniels Company

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"Oxford Club" Gins

#### Green River Distilling Co.

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#### W. A. Ross & Bro.

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"Great Auk's Head" Guinness's Stout  
Bass's Ale, Royal Belfast Ginger Ale  
and Sarsaparilla

#### A. Overholt & Co.

Pittsburg, Penn.  
Old Overholt Rye Whiskey  
"The Whiskey that made Rye Whiskey  
Famous"

## MARYLAND'S BEST WHISKEY



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Rests not its fame on any local repute. Its fame is world-wide. 50 years of scrupulous care has made it

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### The Menace of a Fool "Friend"

WE were very much amused at the apologetic manner in which one of our contemporaries recently published a "scoop" on the friendly understanding that has been reached between two protective organizations.

We were conversant with all the facts, many of which seem to have been overlooked by the conscientious journal referred to, but we deemed it wise to mind our own business and let our readers secure the information from the two organizations which we were satisfied would apprise their members of the "understanding" when it was actually accomplished.

The PACIFIC WINE AND SPIRIT REVIEW is published for the purpose of keeping the trade informed of all *real* news of the day and not to supply arguments and material to the anti-saloon leaders so that they may be better able to prejudice the public and harass our wine and liquor interests.

### A Good Example to California Retailers

THE saloonmen of Hanford, Cal., have set a good example to their fellow retailers in that part of the State, by petitioning the city trustees to amend the liquor ordinance to make it a misdemeanor for any one to buy liquor and give it to persons who have been placed on the saloon's black list. There are many habitual drunkards that have been refused drinks when their relatives have notified the saloons, but were able, through complaisant friends, to get liquor. The saloonmen of Hanford are unwilling to rest under the stigma of conniving at violation of the law, and have united in requesting the city authorities to fix a penalty on the round-about method of supplying drunkards.

We are informed that the ordinance will be so amended and also will prohibit druggists from selling liquor and alcohol without a physician's prescription.

The Stockton, Cal., *Independent*, speaks of this move in the following laudatory terms: "This is a very commendable ordinance and is evidence that the liquor dealers of Hanford mean to make their business less objectionable to the public. It is certainly a policy worthy of imitation and should be generally adopted. Saloonmen who see the signs of the times would do well to adopt other reforms, for public sentiment against the rule of such power has decidedly changed in California, as elsewhere."—*Midas*.

A recent dispatch says: Since Coalinga has been incorporated it has been an all-night saloon town, with the result that the better element of the city is up in arms and it is proposed to bring the question to a vote at the spring election. A petition for the closing of the saloons partially is being circulated now. It is stated that the signing of the petition is going ahead rapidly, and that there seems to be no question that there will be the necessary 15 per cent of the voters sign, and that the general sentiment of the town seems to be toward that reform movement.

The Town Board of Willits has started in to regulate the saloons of that city. An ordinance has been introduced providing for Sunday closing, raising the license to \$600 a year in advance, limiting the number of licenses to 11 and providing that they shall be reduced to 8. License cannot be sold or transferred. They now run all night and the new ordinance provides that they shall be closed from 1 to 5 a. m.

In Imperial county the Supervisors have ordered an amendment drawn for the county prohibition ordinance to totally prohibit the sale of so-called two per cent beer in Imperial county outside incorporated cities. This action follows the abuse of the two per cent privilege by those who wished to evade the law as it was. Most of the towns in the valley have also passed ordinances prohibiting the sale of two per cent so there are very few places now where that "bum" concoction can be had.

Articles of incorporation of the Butte County Hop Company have been filed. The purposes of the company are many, growing hops being the principal, and it starts with a capital of \$15,000. The incorporators are John Burkenhauer of Newark, N. J., \$9,000; Flood V. Flint of Sacramento, \$5,000, and F. R. Wall of San Francisco, \$1000. The company is incorporated for fifty years, and the general office is located in San Francisco.

Geo. W. Helm has leased the Manchester Hotel at Bakersfield.

Mr. and Mrs. Graebe of San Francisco have leased the Read Ranch, near Sebastopol, for a summer resort.

Dr. A. T. Noe of San Francisco has bought the Chittenden Medical Springs, near Watsonville, for a health resort.

Chas. J. Russell of Stockton has bought the Sweet Water Springs summer resort in the mountains between Healdsburg and Guerneville.

Mr. and Mrs. Geo. Smedley have bought the Linda Vista Hotel at San Anselmo.

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Honorable Dealing**

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**CARTAN McCARTHY & Co.**

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**SAN FRANCISCO**



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Proprietor

Escalante, Marin County  
California

THE OLD RELIABLE

1871 GATO 1871

**CLEAR HAVANA CIGAR**

S. BACHMAN & CO. (Inc.)  
DISTRIBUTERS

**BRANDY PRODUCED****OFFICIAL REPORT****FIRST DISTRICT—Month of Jan. 1912.**

	Tax. Gals.
Produced and bonded in this district.....	161,937.9
Received from other Districts, California.....	20,508.7
Received from special bonded warehouse, other District, California.....	
Transferred from distillery to special bonded warehouse, Eastern District.....	17,497.6
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....	62,589.6
Exported.....	(7.7)
Tax Paid.....	53,406.8
Withdrawn from warehouse for Fortification of Wines.....	7,260.9
Remaining in bond, Jan. 31, 1912.....	2,231,731.8

**FOURTH DISTRICT—Month of Jan. 1912.**

	Tax Gals.
Produced and bonded in this district.....	21,361.5
Transferred from distillery to special bonded warehouse, First District, California.....	1,561.2
Transferred from distillery to special bonded warehouse, Eastern District.....	
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....	
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....	7,312.8
Exported.....	955.3
Tax paid.....	10,258.1
Used in Fortification of Wines.....	
Remaining in bond, Jan. 31, 1912.....	592,654.5

**SIXTH DISTRICT—Month of Jan. 1912.**

	Tax Gals.
Produced and bonded in this district.....	36,521.2
Transferred from distillery to special bonded warehouse, First District.....	
Transferred from special bonded warehouse to special bonded warehouse, Fourth District.....	
Transferred from distillery to special bonded warehouse, Eastern District.....	9,579.4
Transferred from special bonded warehouse to special bonded warehouse, Eastern District.....	5,686.5
Tax paid.....	9,054.1
Used in Fortification of Wines.....	
Remaining in bond, Jan. 31, 1912.....	268,774.5

**SWEET WINES PRODUCED****FIRST DISTRICT—Month of Jan. 1912.**

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....	—	—
Brandy withdrawn from special bonded warehouse for fortification.....	—	—
Brandy actually used for fortification.....	—	—
		Wine Gals.
Port produced.....		—
Sherry produced.....		—
Angelica produced.....		—
Muscat produced.....		—
Malaga.....		—
Tokay.....		—
Madeira.....		—
Total sweet wine produced in Jan. 1912, None.....		—

**FOURTH DISTRICT—Month of Jan. 1912.**

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....	6	16,419.0
Brandy withdrawn from special bonded warehouse for fortification.....	—	—
Brandy actually used for fortification.....	141	58,831.9
		Wine Gals.
Port produced.....		1,118.07
Sherry produced.....		238,575.72
Angelica produced.....		—
Muscat produced.....		—
Tokay.....		—
Malaga.....		—
Madeira.....		—
Total sweet wine produced in Jan. 1912.....		239,693.79

**SIXTH DISTRICT—Month of Jan. 1912.**

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....	—	—
Brandy withdrawn from special bonded warehouse for fortification.....	—	—
Brandy actually used for fortification.....	—	—
		Wine Gals.
Port produced.....		—
Sherry produced.....		—
Angelica produced.....		—
Muscat produced.....		—
Tokay.....		—
Malaga.....		—
Madeira.....		—
Total sweet wine produced in Jan. 1912, None.....		—

## Coast News of the Traffic

A dissolution of co-partnership has been published in Los Angeles between M. G. McGuire and Charles Saddler, proprietors of the Denver Wine Company, Mr. G. McGuire retiring from the firm.

The first of the petitions to be presented to the Contra Costa County Board of Supervisors, asking for an election under the local option law throughout the county, was filed at Martinez, February 15th. It is from the Third Supervisorial district, which includes the towns of Walnut Creek and Pacheco, and contains 148 names.

At Martinez County Tax Collector M. W. Joost has been instructed by the Board of Supervisors to ascertain if all persons securing liquor licenses are American citizens as provided by the new county liquor law.

A Redding dispatch states that the prohibition sentiment in Supervisorial District No. 5, southern part of Shasta county, always has been strong, and now the "drys" figure that with the added strength of the women voters they can vote the twenty saloons out of business. The towns concerned are Anderson, Cottonwood and Shingletown. The first two are agitating the propriety of incorporating so as to escape the local option issue.

We learn from Danville and Alamo that an effort will be made to call a special election in that section to vote upon the saloon question under the new local option law. The anti-saloon feeling is said to be strong at Danville and in that vicinity. It is understood that petitions asking the Supervisors to call a special election will soon be presented to the board.

At the Fresno branch of the Bartenders Union, No. 566, officers were elected during the present month as follows: Paul Soule, president; Fred Meyers, vice-president; H. McClung, recording secretary; Pat Grace financial secretary and business agent; Pat Laval, chaplain; H. Ganz, inspector. Delegates to the Fresno Labor Council were elected as follows: Paul Soule, H. Lawrence and C. Jones.

There are rumors at Visalia that conflicting interests have caused the Trustees to somewhat change their attitude on the liquor question, and that they are now in favor of granting liquor licenses to restaurants and a wholesale house or two. Incidentally, it is stated by the Visalia *Delta* that two of the trustees intend resigning, as a result of the hiatus created in the affairs of the city. The present status of the wet and dry fight in Visalia is thus described by a local correspondent: "With a hertofore dry board sitting upon a wet majority and with the officers making arrests of persons violating a dry ordinance passed in the face of a wet sentiment and with the wets and drys so evenly divided that no convictions can be secured in the cases of the violators, it begins to look as though some plan to untangle the skein will have to be proposed.

## Vineyard Notes

We learn from Livermore that Louis Mel is having the foundation laid for a two-story reinforced concrete winery to be erected on his place in time for the next vintage.

Sebastiani & Co., of Sonoma, have established quite a market for Sonoma Valley wines and brandies in the city of New York, and large quantities have lately been shipped to that city direct. Shipping to the Empire city is still proceeding.

Petaluma has a freak vine which is now (February) bearing. The fruit is sweet, large and perfectly formed, and is of the variety that usually ripens in August. It belongs to B. Berri, a Petaluma capitalist, and grows at his home in a sheltered place. On frosty nights Berri protected the grapes by covering the vine.

L. S. Franscine of Fresno, the well known viticulturist and wine maker, recently spent some time in San Francisco.

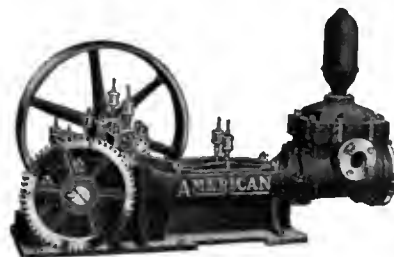
Frank Berie, wine maker at Peter Grass' winery at Stoney Point, Sonoma county, has resigned his position after seventeen years of faithful service, and is about to take a much needed rest.

Carl Scharhag of Cologne, a dealer in Rhine wines, makes yearly trips to the Pacific Coast, and recently came to this city, registering at the Palace.

Judgment as prayed for by the plaintiff has been awarded by Judge Church of Fresno in the suit of Las Palmas Vineyard and Distillery against Garrett & Co., of North Carolina for the value of port and brandy shipped via New York between December 20, 1909, and February 8, 1910. The judgment was for \$4806.45, with \$50 damages. Because of the failure of the defendants to make remittances, the plaintiff ceased making further shipments under what was claimed to have been a contract as sales agent for eastern territory. Based on that contract the eastern wine firm asked in a cross complaint for judgment aggregating \$63,000 as representing losses by reason of the non-fulfillment of the contract. The decision of the court was that definite contract was never ratified and that the arrangements entered into were only tentative.

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TONIC LAXATIVE

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12 and 14 NATOMA ST., (near First St.) SAN FRANCISCO

# — MARKET — CONDITIONS

**DRY WINES:**—The wine market during the last month has been good, not only on the Coast, but throughout the East. This statement is borne out by the fact that exports by sea alone for the month ending February 20th, totaled 1,390,792 gallons, valued at \$497,719, or in round numbers, practically fourteen hundred thousand gallons valued at about a half million dollars. This is a fine showing of values, considering the fact that much of this wine is cheap sweets that are going forward as a result of the sweet wine war. Had conditions been normal the trade would have been still better. The long continued dry weather has tended to tighten money and curtail demand throughout the State, and the fact that there are some 60 odd local option elections to be held in Northern California, the forepart of April has perceptibly added to the curtailment of orders. It goes without saying that there is no certainty as to the general results. The only recent object lesson as indicating the attitude of the women voters, was given a few days ago in El Dorado county, where, in the Third Supervisorial District, with 500 men and women voting, the dries were defeated by a fair majority. The Anti-Saloon Leaguers, as usual, are claiming that they will sweep the wets off the map. Whether or not they will succeed remains to be seen. However, they boasted that they would win the El Dorado county contest and said that that would be a test of their strength with the suffragettes. So there you are and you must do your own guessing.

Imports of wine by sea were 1296 cases, 15 barrels, 5 hogsheads, 22 octaves, 2 casks and 2 quarter casks.

**BRANDY:**—There is no particular change in the market, exports by sea being of average volume and the demand in the East fairly satisfactory. The export figures were 74 cases and 2090 gallons, valued at \$3535. Imports were 676 cases, 10 octaves, 10 casks, 25 quarter casks. Figures of production will be found elsewhere in this issue.

**WHISKY:**—The long dry spell and the coming local option elections have slowed down the demand somewhat, but at the same time representative houses are in a position to report business "fairly good" during the month, and no prognostications as to the future, until the wet and dry election is over. Under the circumstances, buyers in the affected districts have not bought any more goods than were absolutely needed. At the same time, collections have not been satisfactory.

Exports were 553 cases and 5750 gallons, valued at \$14,503.

Imports were of good volume, totaling 5673 cases, 924 barrels, 72 casks, 12 octaves and 105 quarter casks. Of gin there were in round numbers 5000 cases.

Miscellaneous exports of liquors by sea aggregated 1836 cases, 5 kegs, 5 barrels and 169 gallons, valued at \$13,700.

**BEER:**—There is nothing of special moment to be said for the month. Conditions are about normal and all that could be expected under the circumstances. The exports by sea were 464 packages, valued at \$3,363. Imports were 310 cases and 423 barrels; Stout 225 cases.

**IMPORTATIONS:**—Business among the importers was quiet, following three months of active trade. However, February is not expected to show much life in these lines. Importations

by sea were of nominal volume, as shown by the following figures:

Wine, 1296 cases, 15 barrels, 5 hogsheads, 22 octaves, 2 casks, 2 quarter casks; Whisky, 5641 cases, 924 barrels, 59 casks, 12 octaves, 105 quarter casks; Gin, 4977 cases, 44 barrels, 27 casks, 10 octaves; Brandy, 677 cases, 10 octaves, 10 casks, 25 quarter casks; Mineral Water, 2969 cases, 10 barrels; Rum, 25 cases, 2 barrels, 5 casks; Cordials, 64 cases, 1 barrel; Liquors, 471 cases, 14 barrels, 5 casks; Beers, 310 cases, 423 barrels; Champagne, 335 cases, 7 barrels; Vermouth, 2105 cases, 5 casks; Fruit Juice, 3 cases; Amer Picon, 570 cases; Absinthe, 200 cases; Sake, 329 cases, 384 casks; Bitters, 1230 cases; Ginger Ale, 310 barrels; Spirits, 50 cases; Stout, 225 cases; Ale, 1 case; Kirsch, 2 cases; Cider, 25 cases.

**IMPORTS BY RAIL IN BOND:**—35 cases Wine; 1 case Fruit Juice; 52 cases and 13 casks of Whisky.

## New York Wine Market

**T**HERE has not been much activity in the movement of wines of late, which in a measure may be due to the fact that the dealers are still working off the stock left over from the holidays. The demand for brandies, as evidenced by withdrawals from bond, is fairly good.—*Bonfort's*.

## Wholesale Druggists Oppose the Webb Bill

**A**BOSTON, Mass., dispatch states that the National Wholesale Druggists' Association has come out with a broadcast statement strenuously opposing a bill recently introduced in the House of Representatives by Congressman Webb of North Carolina, containing a provision which it is asserted "would be a national prohibition of interstate commerce in liquors used for manufacturing medicines, drugs, extracts, etc., and of wines, which are largely sold by druggists on prescriptions for medicinal purposes." The statement is issued by the Committee on Legislation of the Wholesale Druggists' Association.

The committee contends that the bill in question is in direct conflict with the constitution of the United States, and further says: "There are in the United States more than 40,000 retail drug stores, in practically all of which alcohol is constantly used in compounding medicines as an extractive agent and in filling doctors' prescriptions. These stores also sell wines prescribed for medicinal purposes. Under the proposed legislation druggists located in prohibition States would be unable to purchase alcohol or wines, as the manufacture of these articles is forbidden in their State, and their importation from other States or from a foreign country would be strictly prohibited."

## California Wines Popular in New York

**W**HILE in New York lately Clarence J. Wetmore, president of the Wetmore-Bowen Company, producers of the noted Cresta Blanca brand of California wines, expressed his delight with the manner in which New York hotels are handling California wines. He says they have the wines at the Waldorf-Astoria, St. Regis, Plaza, Knickerbocker, Vanderbilt and nearly all the other leading New York hotels. In using California wines they are now doing for California what they should have done years ago, serving California wines in the original bottles, demonstrating that California can furnish sauternes, burgundies, clarets and other wines as good as they can in any other part of the globe. The only trouble with California wines here was they did not get half a show, and many wines were sold in New York under French labels which were in reality California wines. But as that is now against the law, California is getting to the front in great shape, and Mr. Wetmore is perfectly delighted to think that California wines are now handled at most of the prominent hotels here in their original bottles.



## PERSONAL MENTION AND NOTES.

LOUIS WETMORE, manager of Geo. West & Sons' winery, said recently in regard to furnishing cuttings and contracting with the Lodi growers for Petit Syrah and Alicante Bouchet: "The growers in the Lodi section seem to be taking nicely to the idea. I have been away from the El Pinal winery a great deal of the time, but enough growers have already assured me that they will graft and contract to supply 100 acres. The scions are all ordered, and should be at the Lodi winery now. I have ordered enough to supply at least 400 acres, but will get more of the occasion warrants." The necessary contracts are now being prepared.

R. J. O'Brien, general traveling representative of J. B. Thompson & Co., Cincinnati, distillers of "Old Jordon" and "Runnymede," is making an extended tour of the coast, sizing up the field for a campaign for these brands. Mr. O'Brien states that there is a great and growing interest in the East, particularly in San Francisco, on account not only of the coming World's Fair, but of the rapid growth of population on this part of the Coast. As he sized it up, the East regards the slope from Portland to San Diego as having "a very rosy outlook." Old Jordon is handled in this territory by James De Fremery & Co., of this city.

The most stunning calendar that has come to this office this season is from the Sacramento Valley Winery, Sacramento, Cal. It is a half length portrait, three-quarter life size, of a flashing blonde, in black, and is a work of art in lithographic work, the coloring being exceptionally fine. Last year the same company sent out a magnificent calendar, the subject being a beautiful young woman in gold. We have to congratulate manager E. M. Sheehan on his good taste in his selections.

Frank Thompson, the well known salesman, clubman and good fellow generally, is again in harness and is rounding up his old time customers. He is on the staff of J. L. Eppinger, coast representative of Nichols & Co., in this city. Mr. Thompson's specialty will be wines, in the sale of which he is one of the top notchers.

M. Meyer, general sales agent of the Fred Krug Brewing Company, Omaha, Nebr., paid a visit to San Francisco during the month and spent some time in looking over the field with

a view to an active campaign for the promotion of future sales of the celebrated Luxus beer. We understand there will be some important developments as the result of Mr. Meyer's visit.

One of the daintiest and most attractive calendars that reached this office this year is that sent out by the Estate of Geo. Delaporte, San Francisco, agents for the famous Yellowstone Whisky. It is a series of three artistic, highly colored posters of charming maidens riding upon aeroplanes, all gracefully posed and cleverly drawn.

Collector of Internal Revenue Claude Parker reported that the production of sweet wines in Southern California this year will be largely in excess of any preceding season.

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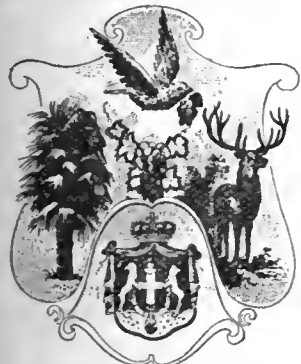
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SAN FRANCISCO



FROM THE VINE TO THE TRADE

## California Wineries and Distilleries

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### GROWERS AND DISTILLERS OF PURE WINES AND BRANDIES

Special Inducements Will Be Made, on Request, to

Large Handlers of Wines and Brandies (Any Proof)

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BRANDS OF  
LAS PALMAS WINERY & DISTILLERY  
LA PALOMA WINERY & DISTILLERY  
LODI CO-OPERATIVE WINERY  
ELK GROVE VINEYARD ASSOCIATION

# INTERNAL REVENUE & CUSTOMS RULINGS

(T. D. 1746.)

*Modification of Internal Revenue Regulations No. 30, relating to bonds given by manufacturers using denatured alcohol.*

TREASURY DEPARTMENT,  
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,  
Washington, D. C., January 10, 1912.

*To collectors of internal revenue and others:*

So much of article 78 of regulations No. 30 of August 22, 1911, as provides that bonds given by manufacturers using denatured alcohol shall be in a penal sum of not less than \$5000, is hereby amended so as to read as follows:

"The manufacturer will also file with his notice a bond in duplicate, with sureties satisfactory to the collector and in a penal sum sufficient to cover the tax on all alcohol that may be, at any time, on hand, in transit, or unaccounted for, and in no case less than \$500."

Approved: ROYAL E. CABELL, *Commissioner*.  
FRANKLIN MACVEAGH, *Secretary of the Treasury*.

(T.D. 32188.)

*Figs and cherries in maraschino.*

Appeal directed from the decision of the Board of United States General Appraisers, Abstract 27240 (T. D. 32046), involving the classification of figs in maraschino and cherries in maraschino.

TREASURY DEPARTMENT, January 25, 1912.

SIR: I have to acknowledge the receipt of your letter of the 24th instant, inviting attention to the decision of the Board of United States General Appraisers of November 29, 1911, Abstract 27240 (T. D. 32046), involving the classification of figs in maraschino and cherries in maraschino, which had been assessed with duty under paragraph 247 of the tariff act at the rate of 1 cent per pound and 35 per cent ad valorem, and held by the board to be properly dutiable at the rate of 2 cents per pound under the same paragraph.

In view of the importance of the issue, you are hereby requested to file, in the name of the Secretary of the Treasury, an application with the United States Court of Customs Appeals for review of the said decision, in accordance with the provisions of subsection 29 of section 28 of the tariff act of August 5, 1909.

Respectfully,

A. PIATT ANDREW, *Assistant Secretary*.

HON. WM. L. WEMPLE, *Asst. Attorney General, New York*.

(T. D. 1758.)

*Denatured Alcohol.*

Modifying Formula No. 12 for specially denatured Alcohol.

TREASURY DEPARTMENT,  
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,  
Washington, D. C., January 29, 1912.

Formula 12, prescribed on page 49 of Regulations No. 30, relating to the manufacture, sale and use of denatured alcohol, approved August 22, 1911, is hereby modified as follows:

To 100 gallons of ethyl alcohol and 1 gallon of pyridin bases and 2 gallons of coal-tar benzol, or,

(Alternative) To 100 gallons of ethyl alcohol add 5 gallons of coal-tar benzol.

The benzol shall be subject to the specifications as are imposed in Formula No. 2a.

The use of Formula No. 12 as herein modified is authorized in the manufacture of imitation leather.

Approved: ROYAL E. CABELL, *Commissioner*.  
FRANKLIN MACVEAGH, *Secretary of the Treasury*.

(T. D. 1757.)

*Withdrawal of alcohol.*

Instruction relative to the withdrawal of alcohol under section 3297, Revised Statutes, and prescribing certain additional formulas which have been approved for the destruction of the identity of alcohol.

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

TREASURY DEPARTMENT,

Washington, D. C., January 26, 1912.

*To collectors of internal revenue and others concerned:*

In order to secure uniformity in the issuance of permits for the withdrawal of alcohol free of tax under section 3297, Revised Statutes, for scientific purposes by incorporated and chartered institutions and to safeguard the use of such alcohol under the provisions of section 3297, Revised Statutes, and T. D. 1731, permits for such withdrawals will be issued to hospitals and sanitariums to which the privileges of this section have heretofore been extended only on applications which contain in full the formula or formulas embodied in the bond filed for the withdrawal of alcohol for such institutions, which formula or formulas must have been previously approved by the Commissioner of Internal Revenue.

With a view to the destruction of the identity of the alcohol in the chemical laboratories of such institutions, as set forth in article 1, T. D. 1731, the following formulas have been approved by this office, viz:

## FOR ANTISEPTIC PURPOSES IN GENERAL.

1. Alum 10 grains, camphor 3 grains, alcohol 4 ounces.
2. Carbolic acid 1 part, alcohol 99 parts.
3. Formaldehyde 1 part, alcohol 250 parts.
4. Alum 2 ounces, sulphate of zinc 1 ounce, alcohol 1 gallon.
5. Alum 1 dram, camphor 1 ounce, alcohol 1 pint.
6. Bichloride of mercury 1 part, alcohol 2,000 parts.
7. Alum 2 ounces, salicylic acid 2 ounces, 11 gaultheria 2 ounces, water 1 pint, alcohol q. s. 1 gallon.
8. Carbolic acid 2 drams, oil gaultheria 20 drops, alcohol 1 gallon.
9. Bichloride of mercury 0.8 gram, hydrochloric acid 60 c. c., alcohol 640 c. c., water 300 c. c.
10. Bichloride of mercury 1½ grains, hydrochloric acid 2 drams, alcohol 4 ounces.
11. Bicarbonate of soda 3 ounces, extract of hamamelis 16 ounces, water 16 ounces, alcohol 16 ounces.
12. Formaldehyde 2 parts, glycerin 2 parts, alcohol 96 parts.
13. Oil cajuputi 1 dram, alcohol 1 pint.
14. Tannic acid 12 parts, alcohol 125 parts, water 125 parts.
15. Carbolic acid 1 dram, tannic acid 1 dram, alcohol 1 pint, water 1 pint.
16. Alum ½ ounce, formaldehyde 2 drams, camphor 1 ounce, alcohol and water each 1 pint.

Applicants may incorporate one or more formulas in the conditions of the bonds filed, but are restricted to the use of the alcohol according to the formulas incorporated therein.

Withdrawals will not be permitted under bonds in which a formula does not appear, and applications and bonds should not be submitted to this office for consideration and approval which contain formulas differing from those heretofore mentioned and which have been approved by this office.

As it is the policy of the office not to multiply the number of formulas, and as it is believed that those above set forth will meet all requirements, consideration will not be given to other formulas with a view to their approval and publication.

The instructions herein contained supersede those contained in T. D. 1739, in so far as the same are in conflict therewith.

ROYAL E. CABELL, *Commissioner*.

(T. D. 1753.)

*Withdrawal of tax-free alcohol for scientific purposes.*

Tax-free alcohol, withdrawn from bond for scientific purposes, subject to seizure and forfeiture if found on premises of a wholesale liquor dealer.

TREASURY DEPARTMENT,  
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., January 19, 1912.

SIR: I am in receipt of your letter of the 30th ultimo, in reference to tax-free alcohol withdrawn from bond by hospitals and other institutions for scientific purposes, and requesting that you be advised whether the alcohol when so withdrawn should be sent directly to the institution named in the permit, or whether the same may be sent to a wholesale liquor dealer, if "a designated agent," and if so, whether such dealer "may keep it any length of time he sees fit, provided the hospital is willing, before delivery."

It appears from your letter that many such deliveries are being made, and you suggest that this practice may afford the dealer dangerous opportunity to "substitute water, etc.," inasmuch as the institutions referred to rarely if ever proof the alcohol when received by them.

In authorizing such institutions to withdraw from bond alcohol, free of tax, for scientific purposes, the law (sec. 3297) evidently contemplates the immediate and direct shipment of the alcohol to such institutions, whether the withdrawal is made by the principal or by the agent.

While there is no specific provision regarding such shipments, there are provisions, applicable to wholesale liquor dealers, which clearly prohibit the receiving or storing of any such spirits on the premises of such dealers.

Section 3319 expressly prohibits any rectifier, wholesale, or retail liquor dealer from purchasing or receiving any distilled spirits in quantities greater than 20 gallons from any person other than an authorized rectifier, distiller, or wholesale liquor dealer; and section 3289 declares:

"All distilled spirits found in any cask or package containing five gallons or more, without having thereon the marks and stamps required therefor by law, shall be forfeited to the United States."

In the cases referred to in your letter, the alcohol is received by the dealer, not as a dealer, but as the agent of the principal, who, under the law and the permit granted, is alone authorized to withdraw the spirits free of tax and solely for the purpose authorized by the law. It is clear, therefore, that spirits so withdrawn can not lawfully be received on the premises of any liquor dealer, and if found on any such premises (and not having thereon the marks and stamps required by law for spirits on which tax has been paid) the same are subject to seizure and forfeiture.

You will see that all such dealers in your division are so advised, and you will cause seizure to be made of all such spirits hereafter found on any such premises and report your action to this office.

Respectfully,

ROYAL E. CABELL, *Commissioner.*

MR. C. H. INGRAM, *Internal Revenue Agent, Chicago, Ill.*

(T. D. 1750.)

*Directions for taking gravity for distilling beer.*

TREASURY DEPARTMENT,  
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,  
Washington, D. C., January 19, 1912.

*To collectors of internal revenue:*

The following instructions are for storekeeper-gauges in taking the gravity of mash and beer:

## METHOD OF DETERMINING GRAVITY.

All mashes and beers are to be strained through a fine sieve or cheesecloth before making the determination.

Rye mashes *only*, at the time of filling, are to be diluted with water one to one after straining, and the gravity determined on the diluted sample. After the beer is 24 hours old it is not to be diluted before making the determination.

The temperature of the *determination* is to be recorded in each case in the proper column.

Gravity is to be read to per cents and tenths.

Decimals are to be used in place of fractions.

Actual figures are to be recorded in each case; ditto marks are not to be used. Gravity is not to be corrected for temperature.

Distillers are to be required to furnish, at their own expense, accurate stems graduated to tenths, vessels in which to take the samples, sieves, and a cylinder or cup to hold the strained samples. (Revised Statutes, 3249-3303.)

ROYAL E. CABELL, *Commissioner.*

(T. D. 1748.)

*Modification of regulations relating to distilling corporations doing business under other than the corporate names.*

(Circular No. 5—Int. Rev. No. 743.)

TREASURY DEPARTMENT,  
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,  
Washington, D. C., January 15, 1912.

*To collectors of internal revenue:*

Regulations No. 7 are hereby so amended as to permit a distilling corporation to conduct the business of distilling spirits in a name or style other than the lawful corporate name upon compliance with the regulations governing a change of name by an individual or firm operating a distillery.

As in case of an individual or firm, a new distiller's notice

# CIOCCA-LOMBARDI WINE CO.

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GEYSER PEAK WINERY, Geyserville, Cal.

## CALIFORNIA WINES AND BRANDIES

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must be filed and also a new distiller's bond, unless a bond has already been filed and is in force which recites the name to be adopted as the name or as one of the names under which it proposed to carry on the business of distilling.

All regulations and instructions inconsistent herewith are hereby rescinded.

ROYAL E. CABELL, *Commissioner*.

Approved:

FRANKLIN MACVEAGH, *Secretary of the Treasury*.

(T. D. 1749.)

*Stamping spirits.*

Spirits reduced in proof by addition of water only not to be stamped as rectified spirits.

TREASURY DEPARTMENT,

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., January 15, 1912.

*To collectors of internal revenue and revenue agents in charge of divisions:*

It has come to the knowledge of this office that distilled spirits are being dumped for rectification and gauged out from rectification without anything having been added to the same except water, thus unnecessarily and wrongfully imposing an expense upon the Government of about 20 cents per package for each package so stamped out for the services of gauging officers.

Collectors are again reminded that the addition of water only to spirits does not constitute rectification, and will take immediate steps to see that spirits thus treated are not stamped out as rectified spirits.

ROYAL E. CABELL, *Commissioner*.

New York, February 10, 1912.

### The Tuscan Wine Yield

ITALY'S 1911 vintage is now estimated at 1,188,000,000 gallons. In Tuscany the quantity is somewhat above the average and the qualities of the different wines range from very good to medium according to localities. In some regions with an average rainfall during the summer and early fall the quality is not so high as in other sections where the weather was generally dry.

Of the vintage of 1910 little is left in Tuscany. The prices at present are low and the tendency of the producers is to hold for a higher market. The local market recognizes two qualities, known as first and second. Present (November 16th) prices are: First, \$6.75 to \$8.10 per 100 liters (26.417 gallons); second, \$5 to \$5.70. The best known Tuscan wines are Chianti, Rufina, Montepulciano, Carmignano and Pomino. Through the port of Leghorn in 1910 there were exported 1,007,978 bottles and 2,357,355 gallons of wine in casks, the total value of these exports being \$501,451.—From Consul Frank Deedmeyer, Leghorn, Italy.

### Proposed National Legislation

(H. R. 19639.)

IN THE HOUSE OF REPRESENTATIVES.

February 7, 1912.

Mr. Johnson of Kentucky introduced the following bill; which was referred to the Committee on Ways and Means and ordered to be printed.

A BILL

To amend an Act approved March third, eighteen hundred and ninety-seven, entitled "An Act to allow the bottling of distilled spirits in bond."

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the third paragraph of the first section of an Act approved March third, eighteen hundred and ninety-seven, entitled "An Act to allow the bottling of distilled spirits in bond," be amended so as to read as follows:

"And there shall be plainly marked, in such manner as shall be prescribed by the Commissioner of Internal Revenue and approved by the Secretary of the Treasury, on the side of each case, to be known as the Government side, the proof of the spirits, the registered distillery number, the State and district in which the distillery is located, the real name of the actual bona fide distiller, the year and distilling season, whether spring or fall, of original inspection of entry into bond, and the date of bottling, and the same wording shall be placed upon the adhesive engraved strip stamp over the mouth of the bottle, it being understood that the spring season shall include the months from January to July, and the fall season the months from July to January."

(H. R. 19804.)

IN THE HOUSE OF REPRESENTATIVES.

February 9, 1912.

Mr. Harrison of New York introduced the following bill; which was referred to the Committee on Ways and Means and ordered to be printed.

A BILL

To prohibit interstate commerce in intoxicating liquors in certain cases.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the shipment or transportation in any manner, or by any means whatsoever, of any spirituous, vinous, malted, fermented, or other intoxicating liquor of any kind, including beer, ale, or wine, from one State, Territory, or District of the United States or place non-contiguous to but subject to jurisdiction thereof, into any other State, Territory, or District of the United States or place non-contiguous to but subject to the jurisdiction thereof, or from any foreign country into any State, Territory, or District of the United States or place non-contiguous to but subject to the jurisdiction thereof, which said spirituous, vinous, malted, fermented, or other intoxicating liquor is intended, by any person interested therein, directly or indirectly, or in any manner connected with the transaction, to be received, pos-

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essed, or kept, or in any manner used, either in the original package or otherwise, in violation of any law of such State, Territory, or District of the United States or place non-contiguous to but subject to the jurisdiction thereof, enacted in the exercise of the police powers of such State, Territory, or District of the United States or place non-contiguous to but subject to the jurisdiction thereof, is hereby prohibited; and any and all contracts pertaining to such transactions are hereby declared to be null and void, and no suit or action shall be maintained in any court of the United States upon any such contract or contracts, or for the enforcement or protection of any alleged right based upon or growing out of such contract or contracts, or for the protection in any manner whatsoever of such prohibited transaction.

Sec. 2. That there shall be no property right in or to any such liquor while in the possession of any railway company, express company, or other common carrier in connection with any shipment or transportation thereof in violation of this Act.

### In The House of Representatives.

February 8, 1912.

Mr. Powers introduced the following bill; which was referred to the Committee on the Judiciary and ordered to be printed:

#### A Bill

Levying a tax on wines made of pomace or blended with pomace.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the term "pomace wine" as used in this Act is defined to be the fermented product produced by the addition of water and cane sugar, or beet sugar, or dextrose sugar, to the pomace or cheese of grapes or other fruits from which the juice has been partially or wholly expressed.

Sec. 2. That any rectifier engaged in the business of rectifying, within the meaning of section thirty-two hundred and forty-four of the Revised Statutes of the United States, who shall use any pomace wine or a wine blended with pomace wine for the purpose of rectifying, within the meaning of said section thirty-two hundred and forty-four, shall pay a tax defined by section thirty-two hundred and forty-nine of the Revised Statutes of the United States, contained in such pomace wine or wine blended with pomace wine so used by such rectifier as aforesaid.

Sec. 3. That nothing contained in this Act shall be construed as restricting or affecting the manufacture or sale of pomace wine for beverage purposes or for use in blending with other wines, or the sale or use of such blended wines in any manner except as defined in section two of this Act; and nothing contained in section thirty-two hundred and eighty-two of the Revised Statutes of the United States shall be held to apply to pomace wine or wine blended with pomace wine.

Sec. 4. That any rectifier who fails to comply with any of the provisions of this Act shall be liable to the penalties prescribed by section thirty-four hundred and fifty-six of the Revised Statutes of the United States.

### The First Wines and Beers.

THE question has many times been asked, "Who made the first wine?" or, to put it another way, "Who discovered wine?" The current number of *Electricity* carries a long article on the use of electricity in the brewing industry, and begins the story with the following description of the first wine: Way back in the dim days of primitive man berries were very plentiful and constituted an important item of food for the shaggy people of the treetops and in the caves by the limestone cliffs. In the berry season men, women and children ate their full of the succulent fruit. The gourd shells were heaped with the ripe berries, and there were more than all the tribes could eat, more than the birds and the berry-loving animals wanted. It chanced that a big gourd shell filled with berries was neg-

lected and lay for days in the sun because there was no longer desire for the fruit, and the sun drew the rich, red juice from the pulp and fermented it into wine. Came one of the cave men a-thirst and tasted it. It was good, it greeted his hot tongue with a twang and he drank it all. Much to his surprise the drink made him feel different. No longer was he cold and hungry; no longer did he fear the sabre-toothed tiger or the huge mammoths. With that day came wine, and there is hardly a savage tribe today too primitive to know nothing about the fermentation of liquors into beers and wines.

History, poetry, song and fiction tell their stories of ancient drinking-bouts, of feasts, of toasts and pledges, of loving-cups, stirrup cups, black-jacks, drinking-horns, glasses, mugs, steins and bootlegs. It remained for the ancient alchemists to discover that the magical influence of beers and wines was caused by a volatile, transparent fluid now known as alcohol. They found that alcohol is easily vaporized by heat and that it can be readily driven from any liquid by heating it to a proper temperature. They experimented and produced whisky, brandy, rum, gin, and numerous other liquors. In the good old days in merry England everyone made his own ale and light beer in the home kitchen, and it was barreled and set away in the cool cellars for consumption. Beer-making was part of the household work, and beer was served with every meal for king and yokel alike. Taverns where beer was sold to thirsty travelers made their own beer. In the course of time a tavern-keeper who was an expert brewer worked up a reputation for his product and began to sell it to nearby alehouses, and thus the first brewery was born in a kitchen. From this little kitchen brewery, with its oaken tubs, its hop vats and its malt bins, the industry has grown until today the brewing industry is one of the most important in the world. It has been completely modernized, and the work is now all done by high-power machinery, driven mostly by electrical energy.

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WINE AND  
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## The Principles of Wine-Making

BY FREDERICK T. BIOLETTI.

4. *Defecation of Must.* However carefully the grapes are handled, a certain amount of dust, germs, and other injurious matters will reach the vats and presses. If these matters are left in the must during fermentation, they injure the delicacy of the flavor of the wine. It is desirable in the manufacture of white wines to have a clear must to ferment.

The clearing of the must can be accomplished in several ways. Mechanical separators similar in principle to those used in creameries are sometimes used but the clearing is not sufficiently complete. Their main use is to separate the bulk of the solid matter from must which has been extracted by a continuous press.

Small quantities of must can be cleared with gelatinous matters and tannin as in *fining* wine. Owing to the higher specific gravity of must and its viscosity, the finings often settle with difficulty. The settling is facilitated by the addition of Spanish clay or infusorial earth, but the method is too slow and uncertain for large scale practice.

Most musts will clear sufficiently in twenty-four to forty-eight hours by simple settling, if fermentation can be delayed so long. With perfectly sound grapes and clean vats in cold weather, no other treatment is necessary. As soon as the impurities have formed a sediment, the clear must is drawn off into the fermenting vessels.

As a rule, fermentation starts before the settling is complete. Soon after the commencement of the vintage, the crushers and conveyors supply an abundance of yeast to the must and, if the weather is hot, it may be fermenting before it gets into the defecating vat. Even in cases where there is no perceptible fermentation during the first twenty-four hours and where the settling is satisfactory, there is always, unless the grapes are very cold, a multiplication of apiculate and other wild yeasts. It is nearly always advisable to treat the must with sufficient sulfurous acid to delay all growth of micro-organisms until it can be decanted from the sediment.

If the grapes have been treated with meta-bisulfite before or during crushing, this will suffice. This is, indeed, the best time to apply the sulfurous acid, as it prevents even the commencement of growth of undesirable organisms. If this has not been done, the sulfuring may be accomplished by pumping the must into a closed vat in which sulfur has been burned.

The amount of sulfur or sulfite to use will depend on the temperature and on the nature of the must. The higher the temperature and the more contaminated the must the more sulfurous acid is necessary. From 12 to 16 oz. of meta-sulfite to one thousand gallons is an average amount. The amount of sulfurous acid which gets into the must from the fumes of burning sulfur depends so much on the size of the cask, the method of filling and other conditions that no definite amount can be stated. Where every precaution is taken to make the must absorb nearly all the fumes, 4 oz. to 5 oz. of sulfur to a thousand gallons is sufficient. Where the sulfur is simply burnt in the cask and the wine pumped in, somewhat more is needed. If the must commences to ferment before it clears, more sulfur should be used the next time. If it remains without fermenting for several days after adding yeast, less should be used.

No harm need be anticipated from a slight excess of sulfurous acid at this time. A large part of it escapes into the air before and during fermentation and the remainder forms combina-

tions with the sugar and other components of the must which are tasteless and innocuous.

An exception should be made perhaps of very acid musts. Sulfurous acid tends to preserve the normal fixed acidity of the must. Wine made from unsulfured must has a lower fixed acidity than the must. The acidity of wine made from sulfured must is nearly or quite equal to that of the must. For this reason sulfiting is especially beneficial in case of musts of low acidity. For unduly acid musts or in the manufacture of sweet wines where a low acidity is desirable, it may be objectionable.

The cause of the preservation of acidity is probably the prevention of the growth of acid consuming micro-organisms, such as the apiculate yeast.

In from twelve to twenty-four hours, the must is purged of all its gross impurities, including micro-organisms, dust and solid particles derived from the skins, stems, pulp, and leaves. It may be slightly cloudy or nearly clear. It should then be drawn off into clean casks and fermentation started with yeast.

This defecation is of great value, ridding the must of substances that would affect the flavor of the wine in the heat of fermentation and eliminating the excess of albuminoid matters that would serve as food for injurious bacteria. Wine-makers who use it for the first time are usually surprised at the great improvement in the quality of the wine and in the ease with which it can be handled.

5. *Sterilization.* The defecation of must for white wine, as just described, eliminates nearly all the non-living solid matters but leaves more or less of the micro-organisms. Many attempts have been made to devise a method of sterilization that would remove or destroy all the micro-organisms. This can be accomplished by heating, but the results are not satisfactory. High heating caramelizes part of the sugar and oxidizes the must, injuring the flavor and color of the resulting wine. Several successive heatings at a lower temperature in an atmosphere of carbonic acid gas is preferable but troublesome and costly. Both methods have the defect of extracting undesirable substances from the solid matters contained in the must unless they are previously removed by defecation.

Chemical sterilization by means of disinfectants is still less practicable. No substance could be used for this purpose except sulfurous acid and this used in sufficient quantities would injure the flavor of the wine. The effect would be totally different from that of the small quantities used in defecation.

Experience has shown that the absolute sterilization of the must or grapes is quite unnecessary. Proper defecation of the must removes a large proportion of the undesirable micro-organisms and what remain have no opportunity to injure the wine if the yeast fermentation is prompt and properly conducted. In the manufacture of red wine, where preliminary defecation is impossible, care, cleanliness and prompt fermentation are usually sufficient to prevent any serious injury and when properly supplemented by accurate use of meta-bisulfite, enable us to prevent injurious action in all cases.

6. *Starters.* All the methods discussed have for their object the diminution or elimination of micro-organisms of all kinds. With the injurious forms the true yeast is also removed. The more perfect these methods, the more necessary it is to add wine yeast. Without this addition, in fact, all these precautions may result in harm, for the wine yeast being present in much smaller numbers than many of the injurious forms may be completely removed while enough of other forms is left to spoil the wine.

A "starter" of some kind is therefore necessary with defecated must and useful in all other cases.

One method of producing a starter is to gather a suitable quantity of the cleanest and soundest ripe grapes in the vineyard, crush them carefully and allow them to undergo spontaneous fermentation in a warm place. An addition of a quarte-

to a third of an ounce of potassium meta-bisulfite to one hundred pounds of grapes will be of great assistance in promoting a good yeast fermentation in the starter. Perfectly ripe grapes should be selected and the fermentation allowed to proceed until at least 10 per cent of alcohol is produced. If imperfectly ripe grapes are used or the starter used too soon, the principal yeast present may be *apiculatus*. Towards the end of the fermentation *ellipsoideus* predominates. From one to three gallons of this starter should be used for each hundred gallons of grapes or must to be fermented. Too much should not be used in hot weather or with warm grapes, or it may be impossible to control the temperature.

This starter is used only for the first vat or cask. Those following are started from previous fermentations, care being taken always to use the must only from a vat at the proper stage of fermentation and to avoid all vats that show any defect.

7. *Pure Yeast.* An improvement on a natural starter of this kind is a pure culture of tested yeast. Such yeasts are used extensively in Germany and France and have been employed in several California wineries for some years with excellent results.

There are two ways of using these yeasts. One is to obtain from a pure yeast laboratory a separate starter for each fermenting vat or cask. All the wine maker has to do is distribute this starter in the grapes or must as they run into the vat. If the starter is used when in full vigor this method is simple and effective. Unfortunately, it is difficult to have it on hand in just the right condition at the right moment. If the starter is too young it will not contain enough yeast cells, if too old the cells will be inactive or dead. The usual starter is in full vigor for only a few days at the most. Recent improvements in the methods of preparing pure yeast starters are said to overcome this difficulty and to produce starters which maintain their full vigor for weeks and months.

The other method is for the wine-maker to obtain a small culture of pure yeast from a reliable source and from this to make his own starter.

To do this he prepares two or three gallons of must defecated with sulfurous acid and sterilized by boiling. This, on cooling, is placed in a large demijohn plugged with sterilized cotton and the pure culture of yeast added. The demijohn must be placed in a warm place (70 degrees to 80 degrees F.) and thoroughly shaken several times a day to aerate the must. In a few days a vigorous fermentation occurs.

When the fermentation is at its height in the demijohn, which will be when the must still contains 3 or 4 per cent of sugar, it is ready to use to prepare a starter. This is best prepared in a small open vat or tub, varying in size according to the amount of starter needed daily. In this tub is poured twenty to fifty gallons of well defecated must extracted from clean sound grapes. It is not necessary to boil it, as the few micro-organisms it may contain will be without effect in the presence of the vastly more numerous yeast cells introduced from the pure culture in the demijohn.

The whole of the pure culture is poured into the tub of must, the temperature of which should be between 80 degrees and 90 degrees F. This temperature is maintained either by warming the room or by occasionally placing a large can full of boiling water in the tub. This can should, of course, be tightly stoppered in order that none of the water may get into the must. The must should be well aerated several times a day to invigorate yeast. This is done by dipping out some of the must with a bucket or ladle and pouring it back into the tub from a height of several feet or by the use of compressed air. The tub should be covered with a cloth to exclude dust, and everything with which the must comes in contact should be thoroughly cleaned with boiling water.

In a day or two the must is in full fermentation and may be used as a starter. From ten to thirty gallons of starter are used for every thousand gallons of must or crushed grapes. The cooler the grapes the more should be added. Too much added to warm grapes may make the fermentation so rapid that it will be difficult to control the temperature. Moldy or dirty grapes require more than clean, because there are more injurious germs to overcome.

Every twenty-four hours, nine-tenths of the contents of the starter tub can be used and immediately replaced with fresh defecated must. The yeast in the one-tenth remaining is sufficient to start a vigorous fermentation and multiplication of yeast. Two things must be watched with special care if the starter is to maintain its vigor. The temperature must be kept above 80 degrees F. and thorough and frequent aeration must be given.

With care, a starter of this kind will remain sufficiently pure to be used continuously throughout the vintage.

(b) *During the Fermentation.* However carefully we have excluded injurious germs and increased the good yeast, fermentation will not be successful unless we maintain conditions as favorable to the latter and as unfavorable to the former as possible.

1. *Starting Temperature.* The temperature of the crushed grapes or expressed must is of importance. If it is below 60 degrees F., unless the weather is warm, they should be warmed to 70 degrees or 75 degrees F. Unless this is done, the molds and *apiculatus*, which require less heat than *ellipsoideus*, will develop more quickly. This is especially true when starters are not used. In the warmer and earlier districts the grapes are practically never too cold. On the other hand, unless there is great carelessness, they are never too hot for the commencement of fermentation. The hotter they are, however, the more artificial cooling will be necessary later and the sooner it will have to commence.

2. *Crushing.* Thorough crushing is necessary in the case of white wine, to facilitate the expression of the juice. For red wine, the grapes are crushed, and skin, pulp and juice fermented together. In this case also, thorough crushing is necessary. Imperfectly crushed grapes ferment unevenly and incompletely and the growth of mold is much facilitated. Crushing of the seeds should be avoided or the quality and clearness of the wine will be injured.

3. *Aeration.* The must should be thoroughly saturated with air at the beginning of fermentation to insure the multiplication of the yeast. The aeration received in the processes of stemming, crushing and pressing is usually sufficient for this purpose. More aeration would be harmful, injuring the flavor and color of the wine by over oxidation and promoting the growth of injurious aerobic organisms. An objection to the sterilization of must by heat is the expulsion of the air and the difficulty of replacing it in the proper amount.

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During February an ordinance went into effect at Auburn by which all saloons, hotels, and other places where liquor is permitted to be sold, are required to close between the hours of 1 and 6 a. m. It is stated that the saloon men generally are heartily in favor of the change. Ordinance No. 126, increasing the license from \$200 to \$300 a year, also went into effect at the same time. The increase in the license will add \$1400 per year to the city's income and all the dispensers of liquors have signified their willingness to meet the raise when their present licenses expire.

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Ferris is evidently looking for a wet and dry fight as the City Trustees have received a petition signed by 85 inhabitants, requesting them to submit the question of a saloon license at the April election.



## ::: New Anti Bills in Congress :::

H. R. 17593.

IN THE HOUSE OF REPRESENTATIVES.

January 10, 1912.

Mr. Webb introduced the following bill; which was referred to the Committee on the Judiciary and ordered to be printed:

A BILL

To divest intoxicating liquors of their interstate commerce character in certain cases.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the shipment or transportation, in any manner or by any means whatsoever, of any spirituous, vinous, malted, fermented, or other intoxicating liquor of any kind, including beer, ale, or wine, from one State, Territory, or District of the United States, or place non-contiguous to but subject to the jurisdiction thereof, into any other State, Territory, or District of the United States, or place non-contiguous to but subject to the jurisdiction thereof, or from any foreign country into any State, Territory, or District of the United States, or place non-contiguous to but subject to the jurisdiction thereof, which said spirituous, vinous, malted, fermented, or other intoxicating liquor is intended, by any person interested therein, directly or indirectly, or in any manner connected with the transaction, to be received, possessed, or kept, or in any manner used, either in the original package or otherwise, in violation of any law of such State, Territory, or District of the United States, or place non-contiguous to but subject to the jurisdiction thereof, enacted in the exercise of the police powers of such State, Territory or District of the United States, or place non-contiguous to but subject to the jurisdiction thereof, is hereby prohibited; and any and all contracts pertaining to such transactions are hereby declared to be null and void, and no suit or action shall be maintained in any court of the United States upon any such contract or contracts, or for the enforcement or protection of any alleged right based upon or growing out of such contract or contracts, or for the protection in any manner whatsoever of such prohibited transactions.

S. 4102.

IN THE SENATE OF THE UNITED STATES.

January 3, 1912.

Mr. Davis introduced the following bill; which was read twice and referred to the Committee on Finance:

A BILL

To prohibit the collection of a revenue tax or the granting of other authority permitting or authorizing the sale or giving away of foreign or domestic distilled spirits, intoxicating liquors, wines, or any compound thereof in any district or territory of any of the several States or Territories of the United States of America where the sale or giving away of such foreign or domestic distilled spirits, intoxicating liquors, wines, or any compound thereof are prohibited by the laws of said States or Territories, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the Internal Revenue Department, or any other authority, or agent of the Government of the United States of America, be, and it or they are hereby, prohibited from the collection of a revenue tax or the granting of other authority whereby permission or authority is directly or indirectly given or extended to any person, company, or corporation to sell or give away foreign or domestic distilled spirits, intoxicating liquors, wines, or any compound thereof in any county or parish of any of the several

States or Territories of the United States of America, or any part or sub-division of any of said counties or parishes where the sale or giving away of the same is prohibited by the laws of said States or Territories.

Sec. 2. That any collector, agent, officer, or other authority of the United States of America who shall violate the provisions of section one of this Act shall be guilty of a misdemeanor, and upon conviction thereof shall be fined in any sum not less than five hundred dollars nor more than one thousand dollars, and in addition to such fine shall be imprisoned in the jail house of the county or parish in which said offense was committed for a period of time not less than sixty days nor longer than one year.

Sec. 3. That any person who shall sell any foreign or domestic distilled spirits, intoxicating liquors, wines, or any compound thereof in any of the States or Territories of the United States of America without first having paid the special revenue tax required of retail liquor dealers under existing law shall be guilty of a misdemeanor, and upon conviction thereof shall be fined in any sum not less than one hundred dollars nor more than one thousand dollars, and in addition to such fine shall be imprisoned in the jail house of the county or parish in which said offense was committed for a period of time not less than sixty days nor longer than one year.

Sec. 4. That all laws and parts of laws in conflict with this Act be, and the same are hereby, repealed.

H. R. 17588.

IN THE HOUSE OF REPRESENTATIVES.

January 10, 1912.

Mr. Sells introduced the following bill; which was referred to the Committee on the Judiciary and ordered to be printed:

A BILL

To limit the effect of the regulation of commerce between the several States and with foreign countries in certain cases.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That all fermented, distilled, or other intoxicating liquors or liquids transported into any State or Territory for delivery therein, or remaining therein for use, consumption, sale, or storage therein, shall, upon arrival within the boundary of such State or Territory, before and after delivery, be subject to the operation and effect of the laws of such State or Territory enacted in the exercise of its police powers to the same extent and in the same manner as though such liquids or liquors had been produced in such State or Territory, and shall not be exempt therefrom by reason of being introduced therein in original package or otherwise.

Sec. 2. That all corporations and persons engaged in interstate commerce shall, as to any shipment or transportation of fermented, distilled, or other intoxicating liquors or liquids, be subject to all laws and police regulations with reference to such liquors or liquids, or the shipment or the transportation thereof, of the State in which the place of destination is situated, and shall not be exempt therefrom by reason of such liquors or liquids being introduced therein in original packages or otherwise; but nothing in this Act shall be construed to authorize a State to control or in anywise interfere with the transportation of liquors intended for shipment entirely through such a State and not intended for delivery therein.

A Red Bluff, Tehama county, dispatch records the first move of the Anti-Saloon League to make that city dry, to have been taken when a petition calling for a special election on the saloon question was filed, carrying 305 signatures, more than required by law. The Trustees are compelled thereby to call a special election on the question.



### Hotels and Restaurants

J. Shunk has rented the Brush building at Cloverdale and will open a restaurant.

Mrs. Diehle has leased the Palace Hotel at Miami, Ariz.

C. E. French has bought the Rossmore Hotel, Santa Ana.

Bonney & Peat have bought the Arlington Grill at Antioch.

Mrs. Alice Everdell is now running the Southern Hotel at Madera.

F. H. Lorenz now manages the Hotel Lorenz at Searchlight, his partner, James N. Hoyle, having retired.

Giuglio Ceceherini has taken possession of the Rio Dell Hotel at Rio Dell.

D. W. Craig now runs the Hotel Washington at Tracy.

Victor Viverizi has bought an interest in the Piedmont Hotel, Gilroy. The proprietors are now Marniro & Vivenzi.

G. C. Huntington has opened the Hotel Huntington at Coachella.

G. M. Carrigan has bought Hotel Holyrood at Riverside.

On March 17th the new Hotel Ciquatan, at Planada, will be opened.

W. H. Jolliff has bought the Sullivan Hotel at Coalinga.

George Cummings has leased the twelfth floor of the American National Bank Building, at San Diego, for a restaurant.

Price & Henriksen now run the Hotel Griffin at Selma.

## HOMEPHONE PRAISED

A new subscriber writes the Home Telephone Company under date of October 28, 1911.

"Please install a phone at my home. I did not know anything about the good points of the Homephone and was rather prejudiced against it until I began using it in my office. I use it all the time now, not only in phoning around the building, but getting outside numbers, because it saves me time and trouble. The Homephone delivers the goods.

"You know the burners of candles rioted in London about 500 years ago when gas was introduced. Most of us object to changes. Possibly that is the reason why I am so late in ordering a Homephone."

**Bay Cities Home Telephone Company**  
333 Grant Avenue

Mr. and Mrs. R. A. Hurlburt have bought the Corona Hotel, Porterville.

Mr. and Mrs. C. Conkey have leased the new El Monte Inn at Orosi.

Charles S. Card has leased the New Arlington Hotel at San Diego.

W. H. Hanlon has bought an interest in the Hotel Sacramento. It will be now run by Bettens & Hanlon.

A. J. Lowell of San Francisco has bought the Pazmo Hotel, San Luis Obispo.

## SEE THE DIFFERENCE

These two bunches of grapes were picked in the same vineyard, both from the same kind of vine.



**THIS VINE IS STARVING TO DEATH**

*On the other hand*



**THIS VINE HAS BEEN FERTILIZED**

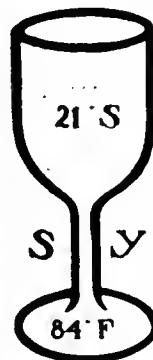
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Do you mind a little extra work with better results?

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A practical investigation regarding the value of the latest methods.

**Price \$2.00** For sale at this Office.

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# The Review's Buyers' Directory

## CALIFORNIA WINES.

Geo. West & Son, Incorporated....Stockton, Cal.

California Wine Association.....  
.....180 Townsend St., San Francisco, Cal.

California Wineries and Distilleries .....  
Townsend and Fifth Sts., San Francisco, Cal.

Theo. Gier Co...575 Eighteenth St., Oakland, Cal.

Wetmore-Bowen .....  
.....42-44 Davis St., San Francisco, Cal.

Italian Vineyard Co.....  
.....1234 Palmetto St., Los Angeles, Cal.

Napa & Sonoma Wine Co.....  
.....110 10th St., San Francisco, Cal.

Sierra Madre Vintage Co.....La Manda, Cal.

Barton Vineyard Co., Ltd.....Fresno, Cal.

A. Finke's Widow .....  
.....809 Montgomery St., San Francisco, Cal.

E. H. Lancel Co.....  
.....549 Washington St., San Francisco, Cal.

Alta Vista Wines Co.....  
.....112-114 Tenth St., San Francisco, Cal.

Paul Masson Champagne Co..... San Jose, Cal.

Lachman & Jacobi .....  
.....706 Sansome St., San Francisco, Cal.

French American Wine Co.....  
.....1821-41 Harrison St., San Francisco, Cal.

Italian-Swiss Colony.....  
.....1235-67 Battery St., San Francisco, Cal.

Sacramento Valley Winery.....Sacramento, Cal.

Ciocca-Lombardi Wine Co....San Francisco, Cal.

## BREWERS AND BREWERS' AGENTS.

John Wieland Brewery.....  
.....204 Second St., San Francisco, Cal.

Buffalo Brewing Co.....Sacramento, Cal.

Fred Krug Brewing Co.....Omaha, Nebraska

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

National Brewing Company .....  
.....762 Fulton St., San Francisco, Cal.

Thos. W. Collins & Co.....  
.....34-36 Davis St., San Francisco, Cal.

Albion Ale & Porter Brewery.....  
.....494 O'Farrell St., San Francisco, Cal.

Frank Fehr Brewing Co.; Louisville, Ky  
Jas. De Fremery & Co., Agents,  
.....519 Mission St., San Francisco, Cal.

Enterprise Brewing Co.....San Francisco, Cal.

Seattle Brewing & Malting Co.; Seattle, Wash.  
John Rapp & Son, Agents.  
..8th and Townsend Sts., San Francisco, Cal.

Sacramento Brewing Co.; Sacramento, Cal....  
G. B. Robbins, Manager,  
..14th and Harrison Sts., San Francisco, Cal.

## WHOLESALE LIQUOR DEALERS.

A. P. Hotaling & Co.....  
.....429 Jackson St., San Francisco, Cal.

Siebe Bros. & Plagermann.....  
.....430-34 Battery St., San Francisco, Cal.

Rusconi, Fisher & Co.....  
.....326 Jackson St., San Francisco, Cal.

Jas. Gibb.....1844 Geary St., San Francisco, Cal.

Thos. W. Collins & Co.....  
.....34-36 Davis St., San Francisco, Cal.

Sherwood & Sherwood .....  
.....41-47 Beale St., San Francisco, Cal.

The Julius Levin Company .....  
.....987 Howard St., San Francisco, Cal.

Jesse Moore Hunt Co., .....  
Second and Howard Sts., San Francisco, Cal.

Cartan, McCarthy & Co.....  
..Battery and Com'l Sts., San Francisco, Cal.

William Wolff & Co.....  
.....52-58 Beale St., San Francisco, Cal.

Wichman, Lutgen & Co.....  
.....431-435 Clay St., San Francisco, Cal.

L. Taussig & Co.....  
.....200 Mission St., San Francisco, Cal.

George Delaporte .....  
.....820 Mission St., San Francisco, Cal.

## IMPORTERS.

Alex. D. Shaw & Co.....  
.....214 Front St., San Francisco, Cal.

Chas. Meniecke & Co.....  
.....314 Sacramento St., San Francisco, Cal.

W. A. Taylor & Co.....29 Broadway, N. Y.

Thos. W. Collins & Co.....  
.....34-36 Davis St., San Francisco, Cal.

Sherwood & Sherwood .....  
.....43 Beale St., San Francisco, Cal.

Wm. Wolff & Co.....  
.....52-58 Beale St., San Francisco, Cal.

L. Gandolfi & Co.....  
.....427-31 W. Broadway, New York

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

J. F. Plumel & Co.....  
.....63-65 Ellis St., San Francisco, Cal.

## TANKS, COOPERS, COPPERSMITHS, ETC.

Pacific Tank & Pipe Co....Wine and water  
tanks, boxes, irrigation pipe and pipe for  
water systems.  
318 Market St., San Francisco, Cal.; Equi-  
table Bank Bldg., Los Angeles, Cal.; Ken-  
ton Station, Portland, Oregon.

Geo. Windeler; wine and water tanks. ....  
.....431-441 Folsom St., San Francisco, Cal.

Oscar Krenz, Copper and Brass Works.....  
.....212-214 Fremont St., San Francisco, Cal.

Pacific Copper Works .....  
573 Mission St., San Francisco, Cal.

Sanders & Co's. Copper Works.....  
..Beale and Howard Sts., San Francisco, Cal.

## DISTILLERS.

Julius Kessler & Co....Hunter Bldg., Chicago, Ill.

Wm. Lanahan & Son.....Baltimore, Maryland

Hiram Walker & Sons.....Walkerville, Canada

Western Grain & Sugar Products Co.....  
.....110 Sutter St., San Francisco, Cal.

Kirby Distilling Co.....Fowler, Cal.

Bernheim Distilling Co.....Louisville, Ky.

## MISCELLANEOUS.

### INTERNAL REVENUE BROKERS.

F. E. Mayhew & Co.....  
.....510 Battery St., San Francisco, Cal.

### WINE PRESSES, CRUSHERS, ETC.

A. Rossi & Co..322 Broadway, San Francisco, Cal.

Toulouse & Delorieux Co.....  
.....405 Sixth St., San Francisco, Cal.

### BILLIARD AND POOL TABLES, BOX FIXTURES

Brunswick-Balke-Collender Co.....  
.....767-771 Mission St., San Francisco, Cal.

### WINE AND BREWERS' HOSE, ETC.

Goodyear Rubber Co.....  
.....589 Market St., San Francisco, Cal.

Gorham-Revere Rubber Co.....  
.....50-60 Fremont St., San Francisco, Cal.

## SURETIES.

U. S. Fidelity & Guaranty Co.....  
.....Nevada Bank Bldg., San Francisco, Cal.

### WINE AND WATER PUMPS, ETC.

W. T. Garratt & Co.....  
.....299 Fremont St., San Francisco, Cal.

Simonds Machinery Co.....  
.....12-14 Natoma St., San Francisco, Cal.

## BOTTLE WRAPPERS, ETC.

Zellerbach Paper Co.....  
..Battery and Jackson Sts., San Francisco, Cal.

## FILTERS.

Theo. Seitz Filters—H. A. Diehl, Agent.....  
.....430 "C" St., San Francisco, Cal.

## BITTERS.

Lash Bitters Co.....  
.....1721 Mission St., San Francisco, Cal.

L. Gandolfi & Co.....  
.....427-31 West Broadway, New York

## MINERAL WATER.

Aug. Lang & Co.....  
..18th and Alabama Sts., San Francisco, Cal.

(SEE NEXT PAGE)

**Review Buyers' Directory, Continued****CIGARS.**

oltz, Clymer & Co.....  
.....312 Clay St., San Francisco, Cal.

Bachman & Co.....  
Commercial & Front Sts., San Francisco, Cal.

**RETAILERS AND CAFES.**

he Yellowstone .....  
.....22 Montgomery St., San Francisco, Cal.

hos. J. Walsh & Co.....  
.....346 Pine St., San Francisco, Cal.

as. P. Dunne...1 Stockton St., San Francisco, Cal.

hronicle Bar...6 Kearny St., San Francisco, Cal.

The Waldorf...648 Market St., San Francisco, Cal.

"Jellison's".....10 Third St., San Francisco, Cal.

Lake County House.....Middletown, Cal.

Matt Grimm's .....  
.....130 Liedesdorf St., San Francisco, Cal.

Bank Exchange .....  
Mont'y and Wash'ton Sts., San Francisco, Cal.

"The Cabin" .....  
.....105 Montgomery St., San Francisco, Cal.

Market Cafe...540 Merchant St., San Francisco, Cal.

James Raggi .....  
.....624 Montgomery St., San Francisco, Cal.

The Cutter ....709 Market St., San Francisco, Cal.

The Hoffman Cafe Co.....  
.....27 Second St., San Francisco, Cal.

W. F. Roeder's Cafe.....  
.....834 Market St., San Francisco, Cal.

Original Coppa's Restaurant .....  
453 Pine St., San Francisco, Cal.

"Escalles".....Escalle, Marin Co., Cal.

Ferry Creamery...34 Market St., San Francisco, Cal.

Davis Buffet...272 Market St., San Francisco, Cal.

**FERTILIZERS.**

Pacific Guano & Fertilizer Co.....  
Alaska Commercial Bldg., San Francisco, Cal.

Pacific Bone Coal & Fertilizing Co.....  
....617-619 Seventh St., San Francisco, Cal.

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Market Street Ferry Depot, Phone Kearny 4980  
1326 BROADWAY, Oakland, Phone Oakland 132

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BREWED BY THE  
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**H**AS been instituted by us against JULIUS LEVIN COMPANY, of San Francisco, in the United States Circuit Court. Said JULIUS LEVIN COMPANY advertised a certain brand of Canadian Whisky in these words:

"The only Canadian Whisky that was not seized by the  
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We believe that **no** Canadian Whisky was seized on such grounds. Certainly CANADIAN CLUB WHISKY **never was**.

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President Taft decided, after a full review of the evidence and the history of Whisky, that it is not necessary that the noxious Fusel Oils should be left in Whisky.

Any persons who, to our knowledge, make false statements about our brand, either directly or indirectly, will do so at their peril.

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Gold Medal Jamestown, Va. Exposition, 1907

Gold Medal Alaska-Yukon Exposition, 1909



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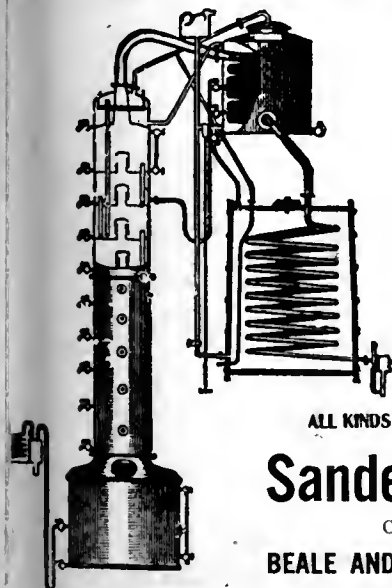
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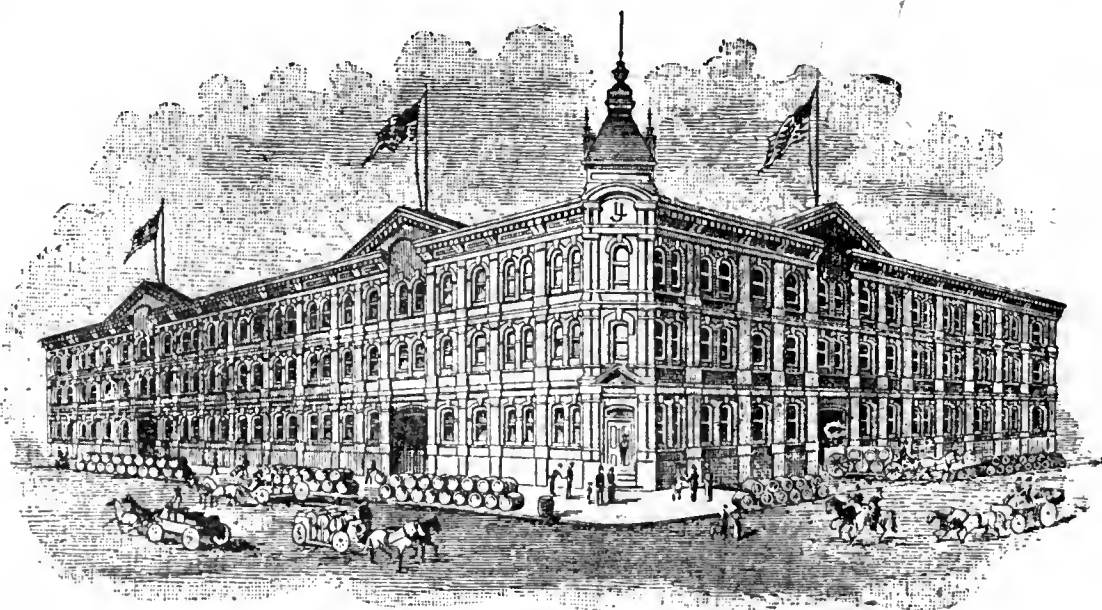
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OF  
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ESTABLISHED 1878

VL. XLXIV.

SAN FRANCISCO AND LOS ANGELES, MARCH 31, 1912

No. 5



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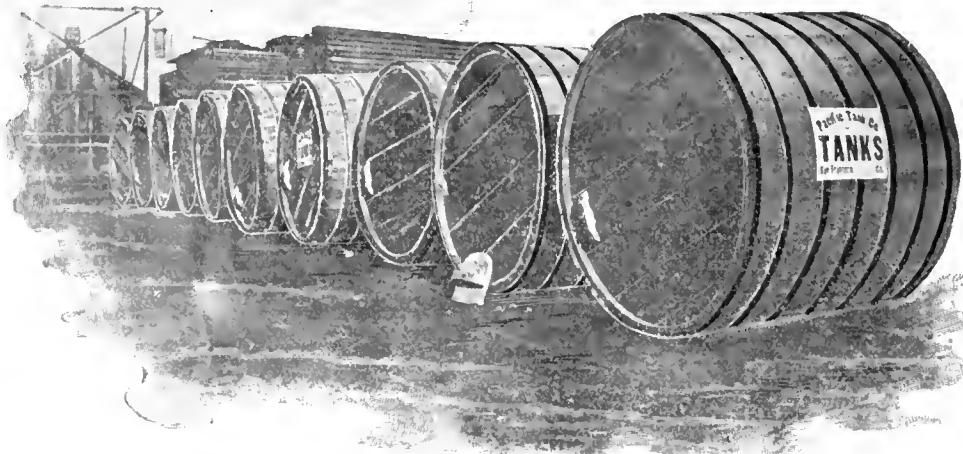
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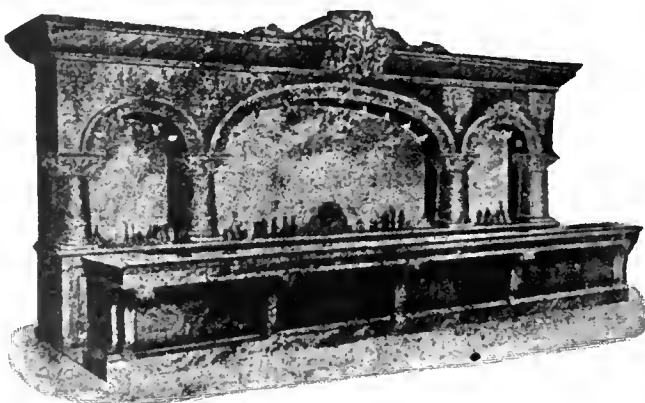
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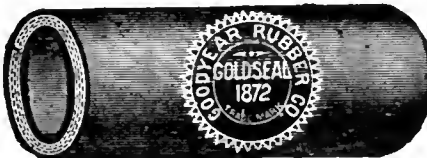
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## PACIFIC WINE AND SPIRIT REVIEW

Issued Monthly

R. M. WOOD - - - - EDITOR AND PROPRIETOR

E. F. WOOD, - - - - SECRETARY

OFFICE: 127 MONTGOMERY STREET, SAN FRANCISCO

Wilson Building : Room 304-5 : Phone Kearny 2597. Home C2559.

The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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## Notice to Subscribers

WE find that subscribers are careless in notifying this office of change of address, but they do not forget to complain if the paper does not reach them promptly. We would request that subscribers changing their addresses notify this office at once in order that delay in delivery may be avoided.

The Scoggans case at Paso Robles in regard to the constitutionality of the Wyllie Local Option law, is attracting considerable attention and attorneys are busy preparing their briefs. Mr. Scoggan is determined to carry the case to the highest courts and determine the validity of the Wyllie law and the application of the Paso Robles case to this law.

## CLASSIFIED ADVERTISEMENTS

## WINEMAKER WANTS POSITION.

Winemaker and viticulturist is open for engagement. Has long and successful experience in handling the largest cellars in California. Address "A. B.," care this paper.

## CALIFORNIA WINES AND BRANDIES.

New York firm desires purchasing direct from growers dry and sweet wines 1911 vintage, as well as brandies. Quantity to dispose of and prices wanted. Address "Purity," care of Pacific Wine and Spirit Review.

Maraschino Cherry  
Labeling Ruling

THE Department of Agriculture has issued the following decision of the Board of Food and Drug Inspection on the labeling of maraschino and maraschino cherries:

The question of the proper labeling of the products designated as "Maraschino Cherries," "Cherries in Maraschino," "Bigarreau an Marasquin," has been presented to the board for consideration; and after due investigation and examination of the evidence secured, the board is of the opinion that the term "Maraschino Cherries" should be applied only to the marasca cherries preserved in maraschino.

Liqueurs or cordials prepared in imitation of maraschino with artificial flavors or otherwise will not be held to be misbranded if plainly labeled "Imitation" in some manner to show their true character.

In considering the products prepared from the large light-colored cherry of the Napoleon Bigarreau, or Royal Anne type, which are artificially colored and flavored and put up in a sugar syrup, flavored with various materials, the board has reached the conclusion that this product is not properly entitled to be called "Maraschino Cherries," or "Cherries in Maraschino." If, however, these cherries are packed in a syrup, flavored with maraschino alone, it is the opinion of the board that they would not be misbranded if labeled "Cherries, Maraschino Flavor," or "Maraschino Flavored Cherries." If these cherries are packed in maraschino liquor there would be no objection to the phrase "Cherries in Maraschino." When these artificially colored cherries are put up in a syrup flavored in imitation of maraschino, even though the flavoring may consist in part of maraschino, it would not be proper to use the word "Maraschino" in connection with the product unless preceded by the word "Imitation." They may, however, be labeled to show that they are a preserved cherry, artificially colored and flavored.

The presence of artificial coloring or flavoring matter, of any substitute for cane sugar and the presence and amount of benzoate of soda when used in these products must be plainly stated upon the label in the manner provided in food inspection decisions Nos. 52 and 104.

The same principle applies to the labeling of cherries put up in syrup flavored with creme de menthe or other flavors.

## Would Make San Jose Dry

EARLY in March the San Jose *Mercury* sounded a warning that an effort was to be made to submit the question: "Shall the sale of alcoholic liquors be licensed in San Jose?" to the voters of that city at the municipal election to be held in May. It is to be hoped that the capital of Santa Clara county will spurn this attempt to restrain the liberty of its citizens and injure its business prospects. Let it take warning by the fate of other cities whose growth has been stunted and finances impaired by prohibition and remember that morally there can be no comparison between the licensed saloon and the blind pig. By accepting prohibition the city loses the power to control the sale of liquor, loses the revenue arising from licenses and lamentably fails in improving the morals of its citizens.

Insist upon Lyons' Perfection Blackberry Cordial. The best on the market. Used for medicinal purposes only.

THE E. G. LYONS & RAAS CO.

## TACTICS OF LOCAL OPTION LEADERS.

IT is interesting to watch the methods of the Anti-Saloon League. One of their leaders will go into a town that looks good to him, and after a preliminary conference with the leading church people, will hold a public meeting at which he will discuss such a subject as "Liquor Traffic, the Great Destroyer." In the course of his remarks, he will refer to the awful local conditions and from this harangue usually starts a crusade and cry for reform.

If you will study the matter carefully, you will find that in most places that will vote on April 8th on the subject of "license or no-license," the first step started in this way. Before the arrival of Bane, Bristol or Gandier, there was no substantial demand for local option by the people. And suppose their ideas should prevail, would you call it home rule that, through their agitation, a number of people who have been born and raised within your city's limits, who have created a business for themselves, who have invested in property here, who have deposited their moneys in your local banks, and in general contributed to the welfare of the community should be obliged to draw stakes and move to some other section of the country.

And in getting up local option petitions too, you will note that the majority of signers are not representative citizens and do not express the sentiments and feelings of the best interests of the city or supervisorial district.

Take the case of the city of Redding, for example. Last year the city taxes, exclusive of the \$10,000 derived from the liquor licenses, amounted to about \$24,000. The 259 people who signed the petition calling for a vote on the local option question paid only \$800 of that sum, or about one-thirtieth of the total amount?

Is that a representative showing?

Should people who contribute so little toward the expenses of a city have the right to dictate the policy that is to affect those putting up the other 29/30ths?

The people of Marysville, realizing the tactics of these paid agitators, nipped their operations in the bud early in February. The *Appeal* thus described the incident: "A few misguided people of this city probably led astray by reckless assertions of the agitator from Sacramento after a few hours' stay here, believed for awhile there was a great work here for the Rev. Dr. Bristol to perform, but they have had a new light thrown on the subject and have politely advised that party that no inducements will be offered him to come here. That will probably settle it, as Bristol seldom seeks work in his line unless there are inducements.

The *Appeal* has contended that if the conditions of the liquor traffic in this city are bad, we have at home men amply equipped to cope with the situation and remedy whatever evil may exist. We want first to hear from our own clergy and our own officials before we listen to a voice from abroad that cannot possibly be in touch with the situation. If our own good people can see black spots that should be wiped out, we will be first to lend assistance in the good work. They know what is what, and if things are one whit as bad as was painted by the agitator from the capital it was and is the duty of the home guard to point it out. But they have seen nothing to call for public protest. Their voices have not been raised in an incendiary howl."

So the Rev. Dr. Bristol was politely but firmly told that he was not wanted and Marysville has been spared a liquor agitation.

Napa County, one of our leading wine making sections will not vote on local option either, although the Rev. Dr. Bane and others have been agitating and attempting to sow the seeds of an election.

The women of St. Helena have gone on record as being opposed to prohibition and thereby hangs an interesting story. A few years ago, on Washington's birthday, the Women's Civil Club gave a "Colonial Evening," and at the conclusion of the program, punch, coffee, sandwiches and cake were served by dainty maidens, of whom there are many in St. Helena. At this affair there were several newcomers who looked askance at the ladies and gentlemen sipping the mild punch which had really only sufficient claret in it to give it color and a slight flavor.

But they did not express any open disapproval until one moonlight night, several weeks later, when about thirty-five members of the St. Helena Parlor, N. S. G. W., with due ceremony planted on the Carnegie Library grounds two handsome date palms which were christened General Vallejo and General Sutter.

As a return compliment to the Native Sons for the interest shown in beautifying the grounds, the Women's Improvement Club invited the men into the building and there treated them to refreshments, which included some mild punch that was again flavored with Napa Valley claret. The newcomers, who had merely expressed surprise before, now came out with a strong protest. They intimated that some of the young men had suffered from the effects of the wine and that it was leading them into temptations.

The wives of the vineyardists were equally indignant. They declared that their boys had been used to wine from the time they were children and they felt certain that a little wine in their punch could not affect them in the least. Some warm debates occurred outside the club. As a result, it was decided to nip the prohibition bud at once, and the wives of the grape growers insisted that the question should be decided by the club forthwith.

At the next meeting the matter was discussed openly. One of the newcomers, described the horrors of drink and the necessity of protecting the youths of St. Helena from the demerits of drunkenness. When she had finished there was silence for a moment, and then one of the members, who owns a vineyard herself, asked for the floor, and without the slightest ceremony remarked:

"There need be no fear that our boys will become drunkards from drinking claret in a harmless punch, for they use it at their tables at home every day, and to prevent the use of claret by our organization would be a direct slap at the very industry from which nearly every one of us receives our income. Those who come to live in this valley know that wine is made here and that the vineyardists drink their wine. If they don't approve of this custom, they should stay out. They surely would not want to accept our money, which is derived from the sale of wine grapes and wine. I hope that our club will not make itself ridiculous by putting itself on record as being opposed to wine."

These practical and fearless remarks were received with applause by the members, and when the matter was put to a vote of "punch or no punch," it was found that only a few objected to the use of wine.

Since then the subject has been dead, for drunkenness is practically unknown in the wine-producing and wine-drinking Napa Valley. During 1911, only four arrests were made for drunkenness, and they were all people from the outside. During February, 1912, there was only one arrest and that was a local man.

Is it any wonder that the women of St. Helena resent any outside interference or agitation?

No, the wine men have no fear of the vote of the women. They have reason to believe they realize the importance of our viticultural industry and intend to do all in their power to foster and encourage it.

VITICULTURAL PUBLICITY BUREAU.



## Sacramento Wineries Fear Prohibition

THE Sacramento County Winemakers' Protective Association has addressed the following letter, which speaks for itself, to the wine-grape growers of Sacramento County:

Members—California Winery, Sacramento; Eagle Winery, Sacramento; Roma Winery, Sacramento; Da Roza Winery, Elk Grove; Sacramento Valley Winery, Sacramento; Florin Winery, Florin.

Sacramento County Winemakers'  
Protective Association.

Sacramento, Feb. 26, 1912.

Dear Sir:—We are addressing this letter to you, as a grape grower in Sacramento County, to call your attention to the effort now being made in your section to make it "dry" territory. Prohibitionists have chosen to call it an anti-saloon crusade so as to lead wine-grape growers and the wineries into the false belief that the vineyards and wineries will not be affected. It is to correct this misleading impression that we are writing you direct to your home.

### CALL IT A PROHIBITION MOVEMENT.

The people engaged in agitating this question in our county are Prohibitionists working under a different name which does not sound so sweeping. The same work has been done in other sections of the United States, and wherever successful, has been followed up by prohibitive legislation that closed wineries and compelled the vineyardists to dig up their vines.

Even the farmer who produces only table varieties of grapes finds it very convenient and profitable to sell a portion of his fruit to the winery and he, therefore, is directly interested in this issue. It should be remembered that \$300,000,000 in money and property is invested in viticulture in California, and no inconsiderable proportion of this amount is assessed right here in Sacramento County.

### OBJECT OF NEXT ATTACKS.

Suffice it to say that the so-called Anti-Saloon League is just as much against us as it is against the retailer and is simply endeavoring to clear away the avenues and marketing channels of the manufacturers. Having accomplished this, the growers and winemakers will be the object of the next attack. *And they tell you this if you ask them.*

There is something for us to do in this campaign and we ask you to give your hearty aid to the task. You have families, neighbors and friends who will not stand by and see your livelihood taken away. See them. Make it a point to go and talk to them. They should register right away in order to help you. Your opponents are registering, and you can help to more than offset the work of the Prohibitionists if you will simply do a duty which you owe to yourself as one who cultivates the vine—an avocation that commands and demands for you the respect of everybody.

### WILL SEND DEPUTY REGISTRARS.

We should all be enthusiastic about this work, and if there is need of a special deputy registrar in your section to go into the homes and register the women of the family and the farm hands who are employed by you, let us know and we will see that this accommodation is speedily afforded.

Later on the wineries may send speakers or special representatives into your section to hold meetings; but don't wait for these

events to arouse your interest. Do the work now of inducing your friends to register, and, if it should be inconvenient, please notify any of us who sign this letter and we will arrange to suit your convenience in the matter.

### ALL SIGN THE APPEAL.

We would very much like to hear from you and be glad to have you address, for information, any of the wineries in this county.

Respectfully,

CALIFORNIA WINERY,  
Frank J. Rumpf, Manager.

SACRAMENTO VALLEY WINERY,  
E. M. Sheehan, Manager.

EAGLE WINERY,  
M. J. Azevedo, Manager.

ROMA WINERY,  
A. Simi, Manager.

ELK GROVE WINERY,  
A. N. L. DeRoza, Manager.

FLORIN WINERY,  
James Frasinetti, Manager.

### Local Option Elections at Hand

THESE are the sixth-class cities that will vote on April 8th on the question of "license or no license."

Redding and Kennet, Shasta County.  
Dunsmuir and Etna Mills, Siskiyou County.  
Red Bluff, Tehama County.  
Lakeport, Lake County.  
Fortuna, Ferndale and Arcata, Humboldt County.  
Biggs and Gridley, Butte County.  
Los Gatos and Mountain View, Santa Clara County.  
Hollister, San Benito County.  
Hanford and Lemoore, Kings County  
Cloverdale, Sonoma County.  
Colusa, Colusa, County.  
Wheatland, Yuba County.  
Lincoln, Placer County.  
Dixon, Solano County.  
Merced, Merced County.  
Arcadia and Newport Beach, Los Angeles County.

### OTHER WET AND DRY ELECTIONS.

Richmond, Contra Costa County, April 10th.  
Eureka, Humboldt County, April 15th.

### REGULATION ELECTIONS.

Auburn, Placer County, April 3d.  
Coalinga, Kern County, April 8th.  
Sanger, Fowler and Clovis, Fresno County, April 8th.  
Madera, Madera County, April 8th.  
Jackson, Amador County, April 8th.  
Sacramento, Sacramento County (referendum) April 27th.

### WET AND DRY ELECTIONS IN SUPERVISORIAL DISTRICTS.

Fifth Supervisorial District, Shasta County, April 9th,  
Second, Third and Fourth Supervisorial Districts, Contra Costa County, April 22d.  
Second Supervisorial District, Shasta County, April 25th.  
Five Supervisorial Districts, Humboldt County, April 23d.  
Fifth Supervisorial District, Santa Clara County, April 26th.  
First Supervisorial District, Sonoma County, May 14th.  
Fifth Supervisorial District, Solano County, May 14th.  
Three Supervisorial Districts, Tehama County, May 14th.

## LOUISVILLE DEPARTMENT

G. D. CRAIN, JR., Regular Correspondent, 305 Keller Bldg., Louisville, Ky.

LOUISVILLE, Ky., March 25.—The opening of the first genuine spring month finds business not quite so good as it should be with Kentucky distillers. But at that, there is nothing really wrong with the industry, although there is room for improvement in certain respects, and it is confidently predicted that in the course of a short time conditions will have righted themselves as a matter of course.

One factor which has played a prominent part in the slight depression which has been evident for the past three months in the Bluegrass distilling trade is old man Bad Business. The depression of the winter of 1912, one of the longest and most rigorous periods of cold experienced in the last quarter of a century in many sections of the country, has made itself felt in cutting down whisky consumption. All lines of business felt the effect of Old Boreas negatively, and although the whisky trade usually is exhilarated by a snap of cold weather, the protracted spell proved to be too much of a good thing and exerted such a bearish influence in the market that orders slumped to a notch below that established during the corresponding period last season.

The effect of this natural depression may be wiped out within anywhere from thirty to sixty days, and will have undoubtedly disappeared altogether by the time that the trade is well into the middle of the year, or is entering upon the early fall season. A normal summer, such as is promised, will quickly make the whisky market regain perfect balance, as opposed to its slightly over-loaded position of the past quarter.

There is another feature of the situation which is not altogether roseate, facing the situation squarely. There is an undeniable shortage of certain highly desirable aged brands, and consequently the activity in quality goods is feeling this effect more or less. Ages dating previous to 1910 are not a drug on the market, by any means, although there is a good supply of two-year-old liquors. This is another feature which may be remedied only through time, and another season will probably see stability re-established in this regard.

The latest returns from the Kentucky distillery trade indicate that production did not decrease in January, as compared with January, 1911. It has been predicted that, owing to large slices which had been removed from the daily mashes of many of the biggest plants in the State, a constantly decreasing ratio of comparisons for January, February, March and the other closing months of the 1911-12 distilling season would evidence itself when compared with the records of the corresponding periods in 1910-11. This move was forecasted because of the general belief that the record-breaking crop of the former period would have to be offset this year, coupled with the figures of December, 1911, which showed a material shrinkage in that month's production when compared with December, 1910.

However, last January turned out about 250,000 gallons more whisky in Kentucky than did its predecessor. This record puts the trade but little below the extraordinary level established last season. Consequently, because of the foresights of the distillers in estimating the disadvantages of over-production, it is now accepted as a matter of course that within February, March, April and May the crop of that period will show such a material decrease that this season cannot fail to approximate more than 38-million-gallon yield. This aggregate will suffice when aged and ready for the market to hold the whisky trade on a parity of supply and demand, barring unforeseen complications, for some time to come. The prediction is based upon the known facts that one of the big-

gest distilling concerns in Kentucky has cut its daily mash 4750 bushels per diem and is preparing for further decreases, while practically every member of the industry has signified an intention of shutting down for the summer late in May or early in June, a considerable period previous to the accustomed date.

Trade lunches, every Tuesday at the Tyler Hotel, are still the order of the day with Louisville whisky men, including distillers, jobbers and distiller-jobbers. Furthermore, the institution of periodic meeting, commencing some time ago, promises to become a permanent feature of the Gateway City field. The weekly sessions are continuing along the same lines, with absolute lack of formality, no hint of organization and only a pervading spirit of good-fellowship and mutual good-will in furthering the interests of the fraternity at large.

A host is appointed each week to preside at the Tyler lunches. Two-minute speeches of varied character, some touching upon business, others reminiscent and purely of a personal nature, constitute the program. Among the well known members of the trade who have recently officiated as "Mine Host" are G. Lee Redmon, of the White Mills Distilling Company; Mose Grabfelder, of S. Grabfelder & Company, and J. Bernard Wathen, Jr., of R. E. Wathen & Company. It has also been the policy of the club to invite various prominent Louisvillians as guests of honor at various luncheons. Sometimes a prominent figure in municipal life is invited and another time a leader joyed the hospitality of the liquor men are Robert W. Brown, in an allied trade may attend. Among those who recently enpresident of the Louisville Convention & Publicity League and managing editor of the Louisville *Times*; the Hon. Swager Sherley, United States Congressman from the Fifth District of Kentucky; and Alfred Brandeis, head of the well known Louisville grain firm of A. Brandeis & Sons. The guests contributed to the occasion with suitable speeches and voted long life to the weekly luncheon.

The Kentucky Legislature has adjourned its 1912 session and has failed to enact any radical laws affecting the Bluegrass liquor trade. The measure of prime importance ratified by the General Assembly at Frankfort was, of course, the local option law, which constitutes each of the 119 Kentucky counties as a unit to vote itself "wet" or "dry." The two counties containing the largest individual populations, Jefferson and Kenton, are conceded to be permanently "wet," it is believed that a fair share of favorable balloting from other sections will develop. In other words, the whisky trade is not worrying in the least because the State has authorized the county unit provisions.

Another bill of general interest and satisfaction that was passed by the Legislature was that extending the provisions of the anti-shipping law, a statute which has forbidden that liquor be shipped from a "wet" point in Kentucky to a "dry" destination in the same State. The extension of this law now specifies that it shall constitute a misdemeanor for anyone to deliver, purchase or freely distribute intoxicants in dry counties, virtually placing these sections under the rule of a "search and seizure" law such as was enacted in Alabama a few years ago. The amended anti-shipping bill is altogether satisfactory to the whisky trade. It is argued that, if Prohibition is to rule, it should rule strictly and in full sway in those sections which have advocated it, so that their residents may feel the rigorous limitations which induced Alabama to repeal its "search and seizure" law within two years after it had been enacted.

Legislation bearing upon the taxation of whisky produced or rectified in Kentucky was left untouched at the recent Assembly session. Bills had been introduced providing for increased taxes, such as a levy of from 5 to 10 cents per gallon upon all blends and a similar assessment upon every gallon of whisky made in the State. However, these bills did not possess sufficient strength to survive and were tabled until the close of the session.

A committee of representative Louisville distillers recently visited Washington, D. C., to appear before the Ways and Means Committee of the House and advocate the passage of the Allis bill, a measure which affects the entire liquor trade, from distiller to retailer. The Allis measure was introduced at the last session of Congress but failed in passing the Senate toward the close of the session, because by a vote of one legislator from Alabama, the introduction was stricken from the special orders of the day. It provides for an increase in the scaled amount for leakage and evaporation of whisky which the Government allows upon goods left in bonded warehouses. This scale was fixed, to be exempt from Federal taxation, many years ago, and since that time the whisky trade has suffered more leakage and evaporation of its bonded stocks because of the modern practice of heating warehouses and because of the more porous quality in the white oak packages which are now used perforce. The justification of an increase in the scale, therefore, is to be advocated by the Bluegrass representatives, and it is hoped that the Federal measure will be ratified. The members of the committee follow: M. A. Wathen, of R. E. Wathen & Company; W. O. Bonnie, Jr., of Bonnie Brothers; R. T. Duffy, local manager of the Duffy Pure Malt Whisky Company; Sam Rosenfield, of Rosenfield Brothers & Company, and J. A. Wathen, of the Kentucky Distilleries & Warehouse Company.

The newest figure of prominence in the Louisville whisky trade is Warner Jones, son of Saunders P. Jones and a nephew of Lawrence Jones, senior member of Paul Jones & Company, one of the best-known whisky concerns in the Gateway City. Mr. Jones, Jr., has been taken into the firm and duly installed as general manager of its extensive properties. His experience in the business world has been such as to make him one of the best known young men in Louisville. Furthermore, he is acknowledged as one of the crack amateur golfers of the country, having captured numerous handsome trophies on the links at Narragansett Pier and about various Louisville country clubs.

Marion E. Taylor, of the well-known whisky firm of Wright & Taylor and one of the leading business men in the Falls City, has been appointed chairman of the entertainment committee of the Louisville Board of Trade, one of the strongest business organizations in the South.

A decision of interest to every member of the Kentucky whisky industry was recently handed down by the Mercer County Court, fixing the amount of an accrued warehouse storage account which may be taxed at 5 per cent of the par value of the account. The assessment is regarded as equitable by the distilling trade. The Mercer county ruling, in the case of the Commonwealth of Kentucky versus John B. Thompson, a well-known Harrodsburg distiller, is the first one since the act of the Kentucky Court of Appeals in holding that such accounts are assets and are taxable. Various suits had been brought to the Appellate Court for final adjudication, inasmuch as the distillers contended for a long time that storage accounts are not an asset. Judge John W. Hughes, of the Mercer Court, stated in fixing the tax assessment that he was willing to allow for the loss in modern warehouses which distillers suffer from evaporation and leakage.

Judge Walter Evans, in the United States District Court in Louisville, has ordered that the petition of W. A. Gaines &

Company, a well known Frankfort distilling concern, seeking to enjoin the Rock Springs Distilling Co., of Owensboro, from using the "Old Crow" label and name upon whisky, be stricken from the record. Judge Evans stated that he had passed upon the case two years ago and had overruled a similar motion. The Frankfort distillers sought, in their petition, a permanent injunction affecting the use of the brand, as well as an accounting and reparation in the sum of \$20,000.

The S. J. Greenbaum Company, prominent distillers of Midway, Ky., have filed a complaint with the Interstate Commerce Commission at Washington, D. C., against the Louisville & Nashville, Chesapeake & Ohio and other railroads. The Midway company seeks an adjustment in rates upon distiller's dried grain from Midway to Norfolk, Va., in such a manner that shippers from the former point may compete with Louisville manufacturers and shippers in going after Norfolk business. The petition of the plaintiff avers that a rate of 17 cents per 100 pounds upon distiller's grain is in force at present from Midway to Norfolk, while the Louisville-Norfolk rate is 11 cents although the metropolis is 80 miles distant from Midway, west of Norfolk.

R. V. Bishop, of the F. S. Ashbrook Distilling Company, of Cynthiana, Ky., is seeking a more advantageous location for the company's properties, where better freight facilities will be afforded. Removal to Lexington, Ky., is being tentatively planned by Mr. Bishop, who has written to the Commercial Club of that city with a view toward obtaining a good location for the plant.

George A. Dickel & Company of Nashville, Tenn., one of the biggest wholesale liquor companies in the State, have secured an option upon a valuable tract of land suitable for distillery purposes a short distance from Hopkinsville, Ky., and are said to be planning the establishment of a big plant.

The M. P. Mattingly Distillery Company, of Owensboro, Ky., well known throughout that section of the State, is planning incorporation and general extension of its interests. Col. Cary L. Applegate of Salt Lake City, Utah, is in charge of the arrangements of of the Owensboro company.

Samuel Jett and Jesse Spencer, owning controlling interest in the Jett-Spencer Distilling Company, of Oakdale, Ky., have disposed of their holdings to Matthew and George Spencer, who are now in charge of the Breathitt county plant.

### Beer War In Spokane

THE price of beer at Spokane, Washington, has been cut to cost. One saloon man has bought a large consignment of baskets in which he puts ten bottles of beer for \$1, and gives 3 cents for every empty bottle returned. By this means the price of the beer is reduced to 7 cents a bottle to the consumer. Bernard Schade, of the Schade Brewing Company, is reported as saying: "If the cut made by the Spokane Brewing & Malt- ing Company amounts only to 50 cents per barrel, I will cut it \$1, and if that company has cut the price \$1 per barrel, I will cut it \$1.50 per barrel." It would look as if a lively beer war was imminent in Spokane, both wholesale and retail.

Blackberry is not used like whisky or gin—only in case of sickness, hence only the best should be dispensed. Insist upon LYONS' PERFECTION BLACKBERRY CORDIAL being used.

THE E. G. LYONS & RAAS CO.

## Labor Unions Oppose Prohibition

ACCORDING to the publicity bureau of the Anti-Saloon League, the labor leaders and unions of the United States are solidly aligned in favor of local option and prohibition.

As a matter of fact, the very opposite happens to be the truth. Two years ago, Samuel Gompers, president of the American Federation of Labor, in Chicago, refused an invitation to speak for the local option cause. In explaining his reason for declining Mr. Gompers said, (according to the *Washington Trades Unionist*, March 12, 1910), that the experience of most cities has shown prohibition to be a failure.

"I could not consent to indorse local option because I am not in sympathy with the movement," said Mr. Gompers. "Proper regulation of the liquor traffic is much more effective than the abolishment of saloons under the local option or prohibition laws. Experience of cities both in the United States and other countries has shown this.

"There is not a city in Maine where a stranger cannot go and buy all the beer or whisky he wants. There is no attempt whatever to disguise the fact that these places are operating in violation of the law."

This is the opinion of the head of the labor forces of the United States, and his opinion coincides with many important labor organizations throughout the country. Listen to the declaration of the Wisconsin State Federation of Labor:

"WHEREAS, These fanatics propose legislation which will take away the weekly earnings of tens of thousands of wage-earners, thereby breaking up their homes and disrupting their family ties; and

"WHEREAS, Wisconsin prohibition has proven that it does not prohibit, but leads to secret use of the vilest sorts of alcoholic drinks, to hypocrisy and corruption; therefore be it

"Resolved, That the Wisconsin State Federation of Labor in convention assembled, declares in no uncertain terms to all officials (legislative and executive) elected by the votes of the wage-earners, that a stringent stand should be taken against any and all measures that lead to prohibition."

In a set of remarkable resolutions put forth by the Indiana State Federation of Labor, it is affirmed:

"That this organization does enter into most emphatic protest against any further tampering with the state of municipal laws that have for their purpose the closing of such establishments, and the prevention of making or vending the products of breweries, distilleries and vineyards.

"Resolved, That we hereby appeal to our membership throughout the State to decline to vote for or aid in any manner whatever any party or organization that has for its purpose the restricting of the rights of personal liberty of men and women of the State, or that may become such hereafter."

The trade unions of South Dakota utter this warning against prohibition, the destroyer of labor:

"We have our homes and families here and want to stay, but the adoption of the County Prohibition Bill will destroy our opportunities and that of thousands of others to earn a living in this State.

"We reaffirm our allegiance to that cardinal principle of jurisprudence which assures equal rights to all and special privileges to none. We condemn class legislation; we brand this proposed law as not only unfair, but un-American, and we call upon the workingmen of South Dakota to lend their support to the defeat of this infamous and obnoxious measure, as its adoption would establish a dangerous precedent."

The Central Trades and Labor Union of St. Louis, as a meeting held in that city, February 28, 1900, passed a resolution urging the State Assembly to so amend the liquor laws of Missouri that it would be impossible for the State to destroy or confiscate the property or business of any citizen or to inconvenience thousands of citizens without an appeal to the courts. The latter clause was intended to prevent the closing of saloons three days in succession as had been done when primary elections were held on three consecutive days.

The Central Labor Union of Brooklyn, on February 28, 1909, passed the following:

"Resolved, That the Central Labor Union is opposed to any legislation that will at this time of widespread industrial depression and unemployment, suddenly throw out of work thousands of members of organized labor employed in the liquor industry."

The Federation of Labor of Baltimore passed a resolution scoring the Anti-Saloon League for its reprehensible tactics and declaring that much of the present business depression was due to prohibition. The resolution in part reads:

"We believe that local option and the incessant agitation by paid agitators is largely responsible for the unsatisfactory condition of business. We desire to record our unqualified opposition to the Anti-Saloon League and its efforts to force local option and prohibition upon the people of the State."

The Missouri State Federation of Labor passed a resolution protesting against a prohibition campaign in Missouri. This body declared that the people of the State did not want prohibition and that there was no call for such an issue being submitted to the voters.

In Michigan the Cigarmakers' Union passed a resolution condemning prohibition and local option. The cigarmakers also did excellent and efficient work in opposing prohibition at the polls at the recent elections in Michigan.

The Central Federated Union of Greater New York and vicinity passed a resolution urging its members and members of all organized labor unions throughout the country to oppose the passage of prohibitory legislation wherever such measures were agitated.

The Michigan, Florida and Louisiana State Federations of Labor, the Boston Central Labor Union, The National Potters, Coopers and other representative labor bodies have been equally outspoken in repudiating prohibition.

### R. E. Wathen & Co. Not Selling Retailers

Louisville, Ky., March 18, 1912.

PACIFIC WINE AND SPIRIT REVIEW:—Having recently heard that some retailers had claimed that they had bought our whisky, which they were using, direct from us, we wish to take advantage of this opportunity to say to our friends and customers, that such statements are without any foundation whatsoever, and that we have never sold a retailer in any part of the country, and will never sell one. Such a retailer as would make this statement of having bought goods direct from us, does so with the idea of impressing the man he is talking to, or possibly, it is said with a motive even less commendable.

We try to merit the confidence of the trade, and we do not think that anyone would accuse us of being so short-sighted and unbusiness-like as to endeavor to sell the retail trade under cover, and we hope that any jobber or distiller, who hears such a remark made, will let us know the author, and we will very quickly run it down and prove the falsity of any such statement.

Yours very truly,

R. E. WATHEN & COMPANY,

By R. E. Wathen, President.



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Oporto, Portugal ..... PORTS

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**DUBLIN WHISKY DISTILLERY CO.**

Dublin, Ireland ..... IRISH WHISKY

**EDUARD SAARBACH & CO.**

Mayence, Germany ..... HOCK WINES

**GREENBRIER DISTILLERY CO.**

Louisville, Ky. .... "R. B. HAYDEN" WHISKY

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**J. A. J. NOLET CO.**

Baltimore ..... DOUBLE EAGLE GINS

**MACKIE & CO.**

Islay, Scotland "WHITE HORSE" SCOTCH WHISKY

**JOS. S. FINCH & CO.**

Pittsburg, Pa. "GOLDEN WEDDING" RYE WHISKY

**BOORD & SON**

London, Eng. .... BOORD'S OLD TOM AND DRY GINS

**FREUND, BALLOR & CO.**

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**BOUTELLEAU & CO.**

Cognac, France ..... COGNAC BRANDIES

**A. BOAKE, ROBERTS & CO.**

London, Eng. .... BREWERS' MATERIALS

## Voice of a Safe and Sane Press

IT has been stated that the liquor interests pay sixty per cent of the internal revenue of the country; if this be true, it is easy to see that it is an industry involving many millions of dollars and that to attempt its abolition at the present time and at this stage of the world's progress is to attempt the seemingly impossible. Besides, the strength inherent in itself—that is, the strength which results from its manufacture and sale—enters into and is closely identified with the agricultural, vine and fruit growing industries. The raw material used in the manufacture of beer, wine, whisky and other liquors represents a vast investment of money and affects the fortunes of a large number of people. Of course, it can be said that the traffic causes disaster, crime, poverty, sorrow and misery—all of which is true, and will continue to be true until such time as the individual is not only taught to be, but is, temperate in all things.

This proposition of voting a community "dry" today, and when the reaction comes, voting it "wet," is sheer nonsense; and that is just what happens in every community that gives way to emotional hysteria on this subject. This editorial has been suggested through reading what has been done or what is attempted to be done in Visalia, where a petition will be submitted to the city trustees, asking that a restricted number of saloons be allowed to open and operate under a strict regulating ordinance. It seems to us that at the present time and under present conditions, this is the proper way to get at the matter. Movements inaugurated for better conditions along all lines are never successful by revolutionary, but by evolutionary methods. —*San Jose Times*, Feb. 22, 1912.

The majority of people do not want the saloon abolished. They want it regulated. They want it conducted in a manner that does not offend against the law. They want the saloon to observe the hours fixed by ordinance for opening and closing. They want no liquor served drunken men. They want no illegal games, no bawdism, no noise, and no toleration of the visits of boys under age. These things are in demand. They can be obtained, and would be in a jiffy if the efforts of the Anti-Saloon League were directed along these lines rather than the extreme view of total abolition. There are saloons in every community that should not be permitted to have a license. And there are a number of saloons in every town that fully meet the requirements of the law and to that extent do not displease the majority of the citizens. Let there be united action against the evils of the business rather than the wholesale destruction of it. The former is within grasp and will solve the problem as the majority have repeatedly demonstrated the solution they desire.—*Colton (Cal.) Independent*, March 16, 1912.

The *Herald* congratulates the Eureka business men who have banded themselves together in the Eureka Taxpayers' League to fight prohibition.

Most all of the big progressive merchants have joined the league and the organization is bound to carry great weight when the "wet" or "dry" election is held next month.

The league members are not fighting for the saloons—they are fighting for Eureka. They are fighting for the betterment of Eureka in every sense. They believe that the city will be better off both financially and morally with liquor sold in licensed, regulated saloons than to have the liquor traffic driven into unlicensed, unregulated "blind pigs."

Many of those who have signed the roll never enter a saloon, some of them do not touch liquor in any form, but they have

called good common sense into play and they recognize the fact that prohibition does more harm than good wherever tried.

The league hit the nail squarely on the head when there was inserted in its platform these words:

"We favor the greatest measure of liberty and freedom of our citizens consistent with good government, and the fullest protection of their personal and property rights, and we are opposed to drastic legislation which would interfere unnecessarily with such liberty and injure such rights.

"We are opposed to the doctrine of prohibition because it has everywhere failed to prohibit, because it has encouraged evasion of the law and brought about worse moral conditions than it sought to remedy, and because it adds greatly to the burdens of taxation. We realize that many good people favor prohibition, and this statement is intended to offend none of these. But we believe it to be a mistaken theory, and one which careful study will prove to be a failure.

"Eureka is a seaport. Conditions here are vastly different from smaller and inland cities. A large proportion of our population are wage-earners. They are orderly and law-abiding under present conditions. Experience has proved that under prohibition the sale of liquor falls into the hands of irresponsible men, willing to violate the law for profit; they pay no license and are not subject to regulation or control."—*Eureka (Cal.) Herald*, March 7, 1912.

### Local Option Not Popular With Tourists

WE wonder how many of our readers realize that when a section goes dry under the Wyllie local option law, it is not only the saloon and road-house that lose their licenses, but every hotel, restaurant, cafe, club, grocery store and summer resort. The Anti-Saloon League leaders are silent on this point but the fact is that absolutely no wine or beer can be served at any hotel with meals, nor can wines be included at public banquets.

What a bad impression this makes on visitors and tourists who have heard of our wonderful vineyards and wines.

The average tourist is a person of means and chooses where he will go. As a rule he is not a total abstainer, but belongs to the class accustomed to the use of stimulants in moderation, and when arriving for the first time at a hotel, a tired and thirsty traveler, if he happens to care for refreshment, his sense of personal liberty receives a shock from which it is difficult to recover and the memory of it will ever remain with him. He may not leave at once, but he will probably cut short his stay and is quite certain not to repeat his visit.

Only the other day, Col. G. G. Green, owner of the Hotel Green, and the heaviest taxpayer in Pasadena, declared that the city's tourist business is declining rapidly because of the strict municipal regulations as to the sale of liquor.

"Pasadena has gained a reputation throughout the East as a place where it is impossible to get a milk punch," he says. "The situation is such that no one can obtain an alcoholic drink of any kind except at certain hours of the day, or on the prescription of a physician, and consequently many who for years past have been annual visitors here are giving the city the go-by."

"This season is far behind its predecessor so far as the number of tourists goes, and it is due in large measure to the way the tourist is treated. I believe that people will not be turned away from the hotels as in former years at any time this season. Why, they are not going to a town where they must get a doctor's prescription every time they want a little sherry wine."

"We have had fine people go away on this account. An elderly woman wanted an egg-nog the other evening; the doctor had advised her to have it, indeed, and because she could not get it, the entire family left Pasadena in disgust."

This is the experience of a representative Pasadena hotel man, and yet if this city votes for "no license" our hotels will not even be able to serve liquors with meals.

Senator Estudillo, who introduced the Wyllie Local Option bill in the Senate, hails from Riverside, which also allows the hotels a table license. If Riverside found it necessary to grant this privilege to her hotels, why did not Mr. Estudillo see that such a provision was included in the Wyllie Local Option bill, so that all our towns and cities would have equal chances to secure the coveted dollars of the wealthy tourists.

Listen also to what Geo. A. Clark, a well-known Pasadena business man has to say on the subject of prohibition. "When anyone says Pasadena does not want people who use liquor, he may speak his own mind but he does not voice the sentiment of Pasadena by any means.

"I for one (and I am not a drinking man) am not afraid to say plainly and unequivocally that I believe the hotels of Pasadena should be allowed to serve anything the law allows at any time they see fit—to their bona fide guests. Without exception every business man I have approached is of the same mind."

Do you want to drive away desirable colonists and tourists and outside capital?

Remember that the saloon and the country road house licenses are only a part of those affected by the local option bill, and therefore be sure and vote against drying up our hotels, restaurants, cafes, clubs and summer resorts, which are legitimate venues for the distribution of our choice California wines.—*Red Bluff (Cal.), People's Cause.*

### Women's Votes In Local Option Election

MANY persons have assumed that woman suffrage would be of great if not controlling influence in bringing about prohibition. They take for granted that most women would, if given the chance, vote against the liquor traffic in all its forms. That this is a mistake has been clearly proved in the States where women have been given the voting privilege.

Denver defeated prohibition by a vote of nearly two to one with the women voting.

Idaho elected Hawley governor and defeated Brady, an arch hypocrite, with the women voting.

Utah defeated a prohibition legislature with the women voting.

In Los Angeles on December 5th, when the newly enfranchised women cast more than one-half of the ballot recorded, they voted three to one against the prohibition ordinance. The vote stood 88,069 against and 32,192 for.

According to the *Red Bluff People's Cause*, where sections have gone dry and the results have not been satisfactory, the women have not been slow to ask that the wet policy be restored. Take the case of Pontiac, in Oakland County, Michigan, which in the spring of 1910 returned to the wet column after having been dry during the years 1908 and 1909. During the campaign an organization was formed in Pontiac by reputable and disinterested women and was called the Women's Home Defender's League, of which Mrs. Leontine B. Harnisch was president, and Mrs. B. A. Ferris, was secretary. The following is a copy of the declaration of principles of the League, viz:

We, the women of the Women's Home Defender's League, representing the mothers, wives and daughters of Pontiac, hereby declare our opposition against the present intolerable conditions in our city. Inasmuch as these conditions did not prevail before the inauguration of local option prohibition, and believing that they are the direct result of prohibition, we declare the consensus of opinion of this organization that Pontiac would be a better city morally if a few properly regulated saloons were permitted to do business.

Knowing full well that this action may subject us to contumely and scorn, and knowing further that our motives may be questioned, we have not acted lightly nor hastily. We feel that our course should meet with

the approval of all right thinking people, but in any event we rest secure in the approval of our own hearts and consciences for the reasons which follow:

From our own knowledge we know of men who were never known to become intoxicated before the adoption of prohibition, who now frequently become so. We know of men who seldom before left their homes, who now go to Detroit on the slightest possible pretext, and bring liquor back with them. We know of homes into which liquor never entered until after the adoption of prohibition. We know of men who never before spent a night away from home, who have been absent for days at a time. We have heard of men visiting disreputable houses in other places who would never think of doing it at home. We know of men who formerly were light beer drinkers who are now habitual whisky drinkers.

We feel that liquor in the home is a temptation to children, harder a hundred times to overcome, than the open saloon. We know of homes that are threatened with ruin if something is not done to change present conditions. In view of these painful facts, and inasmuch as this state of affairs has come about in the last two years, we feel that the closing of the saloons in this county is the cause. While we have no defense to offer for the saloon or the liquor business or those engaged in it, we have learned by experience that the prohibition of the sale of liquor in one section of the State, when it is allowed in another, so easy of access, that local option prohibition is a failure so far as lessening the consumption of liquor, or decreasing intoxication are concerned.

Therefore, in view of the foregoing, this organization declares itself opposed to local option prohibition and pledges its influence to defeat it at the coming election to be held April 4th, 1910. We appeal as mothers; we appeal as wives; we appeal as daughters, and we appeal as women having the interest of our homes at stake, to the voters of Oakland County to wipe out the intolerable conditions cited by legalizing the open saloon.

This strong, earnest appeal had much to do with the victory that was achieved in making Oakland County wet again.

Mrs. O. H. P. Belmont, president of the National Woman's Suffrage Association, in an article in Pearson's Magazine, thus answered the question as to the part the women should play in the liquor controversy.

"She ought to be able," she replied, "to close the disreputable saloon and permit a better one to take its place. I say this because it seems to me, in the present stage of the liquor question that regulation is the only practicable remedy. No matter what anyone may say, it is going to be some time before men stop drinking liquor, and in the meantime, the places where liquor is sold should be made as little offensive as possible.

"The rich man has his club, where he can go and drink in decency. Why ought not the poor man's saloon to be just as clean and just as decent, without screens or secrecy to allure—simply an open, orderly drinking place?"

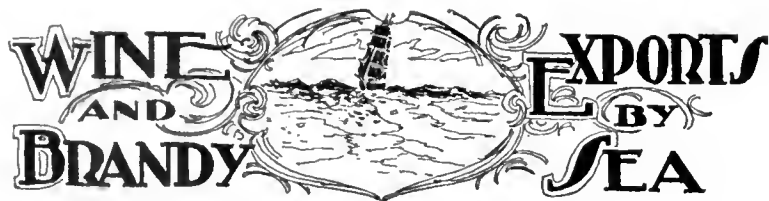
This is a practical question and wherever the women have looked the facts straight in the face and not allowed their emotions to be played upon, they have answered the question easily, that is, strict regulation has followed their protests and the liquor nuisance has been abated.

At San Diego the city attorney has rendered an opinion that absolutely nothing but wine, ale or beer may be sold with bona fide meals. This means that no cocktail, no high ball, frappe, rickey, fizz or any other delectable concoction may be served in San Diego restaurants or hotels.

Peter Mugler, a well known brewery owner of Sisson, died recently at Lane Hospital in this city after a long illness. Mugler was engaged in Kansas in the brewery business and twenty-eight years ago, when Kansas went dry, he came to California and established a brewery at Red Bluff. This burned down twenty-four years ago, and he went to Sisson and started a new brewery, which is still in operation. Mugler was a prominent member of the Knights of Pythias of Northern California and was 67 years of age.

Every first-class liquor dealer should use a Pure Blackberry Cordial. **LYONS'** is the best. A trial will convince.

THE E. G. LYONS & RAAS CO.



### NAMES OF CONSIGNEES WILL NOT BE GIVEN

Owing to a recent order of the Secretary of the Treasury through his local representatives, it has been found necessary to discontinue giving the names of the Consignees at this port. We regret to have to make this announcement, but for the time being, such conditions will rule.

#### EXPORTS OF WINE.

FROM FEBRUARY 20, 1912, TO MARCH 20, 1912.

Destination.	Cases.	Gallons.	Value.
To Alaska .....	136	6,711	\$773
" British Columbia .....	10	41,252	2,298
" Central America .....	47	4,180	13,297
" China .....	50	95,528	1,881
" Hawaiian Islands .....	99	769	31,474
" Japan .....	10	5,912	321
" Mexico .....	.....	550	2,052
" Philippine Islands .....	.....	4,363	150
" South America .....	.....	4,938	1,794
" Society Islands .....	1	355	1,315
" Dutch East Indies .....	.....	70	142
" Korea .....	.....	2,627	35
" Germany .....	.....	2,802	1,050
" England .....	.....	1,066,954	1,129
" New York .....	133	1,050	381,165
" Other Eastern States .....	.....	.....	210
Total .....	350	1,238,197	\$438,386

#### WHISKY.

Destination.	Cases.	Gallons.	Value.
To Central America .....	136	463	\$1,649
" China .....	.....	102	102
" Hawaiian Islands .....	714	4,108	12,540
" Japan .....	32	.....	190
" Mexico .....	1	57	73
" New York .....	200	10	1,640
Total .....	1,083	4,740	\$16,194

#### BRANDY.

Destination.	Cases.	Gallons.	Value.
To Alaska .....	.....	50	\$115
" Central America .....	1	.....	12
" Hawaiian Islands .....	20	350	735
" New York .....	.....	1,030	3,365
Total .....	21	1,430	\$4,227

#### BEER.

Destination.	Packages.	Value.
To Alaska .....	1	\$8
" Central America .....	5	13
" Hawaiian Islands .....	202	1,943
" Philippine Islands .....	96	960
" South America .....	110	300
" Society Islands .....	27	216
Total .....	441	\$3,440

#### MISCELLANEOUS.

Destination.	Packages and Contents.
To British Columbia .....	1 cs Cordial, 3 cs Grape Juice
" Central America .....	1 kg Cherries in Maraschino, 250 cs Mineral Water
" China .....	40 gals Altar Wine, 1 kg Cherries in Maraschino
" Hawaiian Islands .....	4 kgs Vermouth
" Mexico .....	2 cs China Spirits, 2 cs Grape Juice, 1 cs Mineral Water
" Society Islands .....	1 cs Fruit Juice, 7 cs Grape Juice, 2 cs Cherries in Maraschino
" South America .....	1 cs Lime Juice
" Hawaii Islands .....	10 cs 5 bbls 45 gals Gin, 33 cs Stout, 5 bbls Ale
" Philippine Islands .....	5 cs Porter, 59 cs Mineral Water, 3 cs Punch
" South America .....	3 bbls 73 gals Alcohol, 4 cs Cocktails, 40 cs Liqueurs, 3 cs Rum
" New York .....	60 cs Cordials, 23 cs Vermouth, 13 cs Bitters, 1 cs Champagne
" Australia .....	6 cs 1 hf bbl Syrups, 8 cs Cherries in Maraschino, 1 cs Cider
" Cuba .....	40 cs Grape Juice, 1 bbl Sarsaparilla
" Hawaii Islands .....	2 cs China Spirits, 17 cs Mineral Water, 1 cs Cordials
" Philippine Islands .....	8 cs Cherries in Maraschino, 2 cs Blackberry Brandy, 1 cs Bitters
" South America .....	50 cs Grape Juice
" New York .....	50 cs 1 hbl Mineral Water, 5 bbls Ginger Ale
" Korea .....	1 cs Mineral Water, 27 cs Cordials, 75 cs Champagne
" Australia .....	3 cs Grape Juice
" Hawaii Islands .....	1 kg Cider
Total .....	956 cs 15 bbls 1 hf bbl 8 kgs 85 gals
Value .....	\$8404

### Wine and Brandy Receipts San Francisco

1912.

Wine

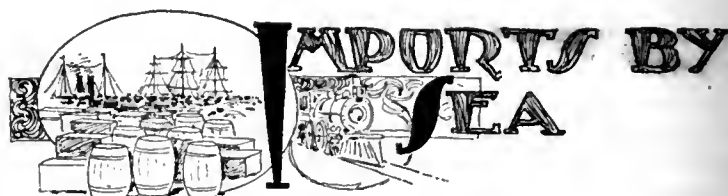
January ..... 1,251,800

February ..... 1,082,700

Brandy

January ..... 16,600

February ..... 26,450



### IMPORTS BY SEA.

#### Foreign.

FROM FEBRUARY 20, 1912, TO MARCH 20, 1912.

FROM EUROPE (via Ancon)—Per Peru, February 21.

455 bbls Stout .....	San Francisco.
125 bbls Ale .....	San Francisco.
172 cs Wine .....	San Francisco.
4 hhds Wine .....	San Francisco.
40 cs Mineral Water .....	San Francisco.
25 cs Brandy .....	San Francisco.
310 cs Gin .....	San Francisco.
1 csk Gin .....	San Francisco.
2 csks Bitters .....	San Francisco.
6 csks Vermouth .....	San Francisco.
50 cs Vermouth .....	San Francisco.
10 cs Fernet .....	San Francisco.
407 csks Champagne .....	San Francisco.

FROM NEW YORK—SAME VESSEL.

110 bbls Whisky .....	San Francisco.
1 bbl Gin .....	San Francisco.
FROM NEW YORK (via Salina Cruz)—Per Alaskan, February 21.	
150 cs Liqueurs .....	San Francisco.
1411 cs Whisky .....	San Francisco.
6 cs Cordials .....	San Francisco.
1 bbl Cordials .....	San Francisco.
4 cs Brandy .....	Oakland.
25 cs Gin .....	Oakland.
25 cs Gin .....	Sacramento.
37 cs Whisky .....	Stockton.
2 bbls Whisky .....	Stockton.
83 cs Whisky .....	Portland.
3 bbls Whisky .....	Portland.
50 cs Gin .....	Portland.
5 bbls Gin .....	Portland.
2 octs Gin .....	Portland.
11 cs Brandy .....	Tacoma.
10 cs Brandy .....	Seattle.

FROM EUROPE—SAME VESSEL.

25 cs Wine .....	Los Angeles.
20 csks Mineral Water .....	Los Angeles.
3 csks Whisky .....	Los Angeles.
26 cs Whisky .....	Los Angeles.
102 cs Champagne .....	Los Angeles.
38 cs Wine .....	San Diego.
35 cs Beer .....	San Diego.
5 cs Champagne .....	San Diego.
76 cs Wine .....	Portland.
100 cs Mineral Water .....	Seattle.
9 csks Whisky .....	Seattle.
61 cs Whisky .....	Seattle.
42 cs Wine .....	Seattle.
4 cs Champagne .....	Seattle.
67 cs Wine .....	Tacoma.
2 csks Whisky .....	Tacoma.
19 cs Liqueurs .....	Honolulu.
50 cs Gin .....	Honolulu.
220 cs Whisky .....	Honolulu.
15 cs Beer .....	Honolulu.
20 cs Whisky .....	San Francisco.

FROM NEW YORK (via Ancon)—Per Tampico, February 21.

40 cs Gin .....	San Francisco.
1 bbl Gin .....	San Francisco.
70 bbls Whisky .....	San Francisco.
18 cs Wine .....	San Francisco.
2 bbls Gin .....	San Francisco.
5 cs Gin .....	San Francisco.
5 cs Brandy .....	Los Angeles.
10 bbls Whisky .....	Los Angeles.
10 cs Gin .....	Los Angeles.
1 cs Wine .....	Los Angeles.
5 bbls Whisky .....	San Luis Obispo.
5 bbls Whisky .....	Stockton.
8 bbls Whisky .....	Oakland.
12 cs Wine .....	Seattle.

FROM NEW YORK (via Salina Cruz)—Via Nebraskan, February 22.

86 cs Whisky .....	San Francisco.
3 crates Liqueurs .....	San Francisco.
88 cs Gin .....	San Francisco.
6 cs Liqueurs .....	Oakland.
1 bbl Whisky .....	Oakland.

FROM KOBE, JAPAN—Per Siberia, February 23.

127 cs Sake .....	San Francisco.
130 csks Sake .....	San Francisco.
101 cs Mineral Water .....	San Francisco.

FROM EUROPE (via Ancon)—Per Newport, February 25.

6 bbls Wine .....	San Francisco.
198 cs Wine .....	San Francisco.
4 hhds Wine .....	San Francisco.
125 cs Porter .....	San Francisco.
1 cs Liqueurs .....	San Francisco.
23 cs Vermouth .....	San Francisco.
4 cs Fernet .....	San Francisco.
2 cs Gin .....	San Francisco.
15 cs Champagne .....	San Francisco.
40 cs Mineral Water .....	San Francisco.

FROM NEW YORK (via Salina Cruz)—Per Arizonan, February 29.

600 cs Grape Juice .....	San Francisco.
11 cs Wine .....	San Francisco.
13 cs Brandy .....	San Francisco.
2 bbls Brandy .....	San Francisco.
35 cs Champagne .....	San Francisco.
6 bbls Whisky .....	San Francisco.
4 cs Whisky .....	San Francisco.
5 cs Fruit Juice .....	San Francisco.



73	bbls Gin	San Francisco.
22	csks Gin	San Francisco.
5	cs Gin	San Francisco.
45	csks Beer	Honolulu.
9	cs Wine	Seattle.
1	bbl Wine	Seattle.
15	bbls Whisky	Seattle.
18	cs Whisky	Portland.
2	octs Wine	Portland.
16	cs Liquors	Los Angeles.
12	cs Wine	Los Angeles.
1	csk Whisky	Los Angeles.
00	cs Grape Juice	Los Angeles.
5	cs Brandy	Los Angeles.
70	bbls Gin	Los Angeles.
10	cs Gin	Los Angeles.
1	bbl Wine	Los Angeles.
5	cs Bitters	Los Angeles.

## FROM EUROPE—SAME VESSEL

25	bbls Stout	San Francisco.
25	cs Brandy	San Francisco.
1	csk Wine	San Francisco.
43	cs Liquors	San Diego.
1	hhd Wine	San Diego.
18	cs Wine	San Diego.
5	cs Brandy	San Diego.
2	csks Brandy	San Diego.
10	cs Vermouth	San Diego.
2	csks Wine	San Diego.
15	cs Liquors	San Diego.
2	cs Whisky	Portland.
26	cs Whisky	Seattle.
70	csks Whisky	Seattle.
40	cs Wine	Honolulu.
50	cs Whisky	Honolulu.

## FROM LIVERPOOL (via Seattle)—Per Watson, March 4.

00	cs Brandy	San Francisco.
5	bbls Wine	San Francisco.
51	cs Liquors	San Francisco.
40	cs Lime Juice	San Francisco.

## FROM NEW YORK (via Salina Cruz)—Per Isthmian, March 4.

3	csks Rum	San Francisco.
11	bbls Whisky	San Francisco.
2	bbls Gin	San Francisco.
10	cs Gin	San Francisco.
5	bbls Brandy	San Francisco.
3	kegs Liquors	San Francisco.
75	cs Gin	Sacramento.
2	csks Gin	Sacramento.
10	bbls Whisky	Sacramento.
2	bbls Wine	Tacoma.

## FROM EUROPE (via Ancon)—Per San Jose, March 7.

32	cs Wine	San Francisco.
1	cs Gin	San Francisco.
1	bbl Beer	San Francisco.

## FROM NEW YORK—SAME VESSEL

70	bbls Whisky	San Francisco.
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## FROM NEW YORK (via Salina Cruz)—Per Virginian, March 9.

18	cs Liquors	Seattle.
00	cs Grape Juice	Seattle.
3	cs Gin	Seattle.
4	bbls Gin	Seattle.
70	cs Whisky	Portland.
5	bbls Whisky	Portland.
1	cs Brandy	Portland.

## FROM EUROPE—SAME VESSEL

10	cs Lime Juice	Honolulu.
62	cs Beer	Honolulu.
25	cs Gin	Honolulu.
00	cs Whisky	Honolulu.

## FROM KOBE, JAPAN—Per Manchuria, March 8.

19	csks Sake	San Francisco.
81	cs Sake	San Francisco.
20	csks Sake	Los Angeles.

## FROM KOBE, JAPAN—Per Chiyo Maru March 14.

62	csks Sake	San Francisco.
70	cs Sake	San Francisco.
30	csks Sake	Los Angeles.

## FROM HAMBURG—Per Assuan, March 10.

00	cs Bitters	San Francisco.
10	cs Vermouth	Seattle.
5	octs Wine	Seattle.

## FROM NEW YORK (via Salina Cruz)—Per Nevada, March 14.

74	cs Wine	San Francisco.
1	bbl Wine	San Francisco.
3	bbls Whisky	San Francisco.
5	bbls Whisky	Stockton.
31	bbls Whisky	Seattle.

100	cs Whisky	Vancouver.
69	bbls Whisky	Tacoma.
4	cs Liquors	Tacoma.
3	bbls Gin	Tacoma.

## FROM EUROPE—SAME VESSEL

50	bbls Ginger Ale	San Diego.
20	cs Brandy	Los Angeles.
10	csks Whisky	Los Angeles.
FROM NEW YORK (via Salina Cruz)—Per City of Sydney, March 17.		
95	bbls Whisky	San Francisco.
931	cs Whisky	San Francisco.
12	cs Gin	San Francisco.

## FROM EUROPE—SAME VESSEL

5	csks Gin	San Francisco.
25	csks Whisky	San Francisco.
6	csks Vermouth	San Francisco.
1	cs Vermouth	San Francisco.

## FROM ANTWERP—Per Inverkip, March 17.

1525	cs Whisky	San Francisco.
1674	cs Absinthe	San Francisco.
140	cs Kirsch	San Francisco.
4746	cs Gin	San Francisco.
1446	cs Bitters	San Francisco.
3	cs Rum	San Francisco.
866	cs Liquors	San Francisco.
100	cs Beer	San Francisco.
100	cs Benedictine	San Francisco.
2	hhd Whisky	San Francisco.
25	cs Gentian	San Francisco.
150	cs Amer Picon	San Francisco.
469	cs Wine	San Francisco.
25	cs Mineral Water	San Francisco.
1175	cs Brandy	San Francisco.
11002	cs Vermouth	San Francisco.
2	csks Vermouth	San Francisco.
100	csks Wine	San Francisco.
1500	cs Fernet	San Francisco.
358	cs Gin	Portland.
5	cs Bitters	Portland.
100	cs Liquors	Portland.
39	cs Brandy	Portland.
125	cs Whisky	Portland.
560	cs Mineral Water	Portland.
45	cs Absinthe	Portland.
5	cs Kirsch	Portland.
75	cs Ginger Ale	Portland.
151	cs Liquors	Los Angeles.
250	cs Whisky	Los Angeles.
235	cs Gin	Los Angeles.
550	cs Vermouth	Los Angeles.
110	cs Brandy	Seattle.

## IMPORTS BY RAIL IN BOND.

## FROM FEBRUARY 20, 1912, TO MARCH 20, 1912.

2	cs Wine	From Antwerp.
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## CALIFORNIA WINE TO NEW YORK IN FEBRUARY

## From San Francisco, SS. Ancon.

400	bbls.	E. L. Spellman & Co.
100	"	Gundlach-Budschu Wine Co.
1440	"	Lachman & Jacobi
127	"	Roma Wine Co.
310	"	Scatena Bros. Wine Co.
461	"	Samuels Bros. & Co.
250	"	Ciocca-Lombardi Wine Co.
850	"	Italian-Swiss Colony

## From San Francisco, SS. Advance.

234	bbls.	Sonoma Wine & Brandy Co.
148	"	California Wine Association

E.O. SCHRAUBSTADTER

ESTABLISHED 1864

E.A. GROEZINGER

A. FINKE'S WIDOW

HIGH - GRADE  
SPARKLING WINES

809 MONTGOMERY STREET,

SAN FRANCISCO, CAL.

TELEPHONES: KEARNY 709

HOME C 3322

## From San Francisco, SS. Panama.

767	bbls.	.....C. Schilling & Co.
973	"	.....California Wine Association
13	"	.....Chas. Schenler
2023	"	.....Sonoma Wine & Brandy Co.

## From San Francisco, SS. San Mateo.

741	bbls.	.....C. Schilling & Co.
2635	"	.....California Wine Association
529	"	.....California Wine & Brandy Co.
72	"	.....Zucker, Steiner & Co.
53	"	.....Chas. Schueler

## From San Francisco, SS. Cristobol.

356	bbls.	.....J. Pacheteau
566	"	.....Lachman & Jacobi
102	"	.....E. L. Spellman & Co.
416	"	.....Italian-Swiss Colony
478	"	.....C. Schilling & Co.
65	"	.....S. Froelich & Son
37	"	.....Sonoma Wine & Brandy Co.
111	"	.....Chas. Schueler
32	"	.....California Wine Association
299	"	.....Roma Wine Co.
23	"	.....E. E. Hall & Son Co.

## From San Francisco, SS. Alliance.

55	bbls.	.....California Wine Association
60	"	.....Lachman & Jacobi

The opening engagement of the prohibition fight to take place over the greater portion of the State this spring, was bitterly fought at Placerville in February and was won by that faction of the community which believe in well regulated saloons in preference to blind pigs. This is an inspiring omen, and it is believed on good authority that Placerville taking its place in the wet column will prove a great inducement for the "wets" in other communities to do their best at the polls. The Placerville election was regarded as a test fight and voting was heavy, 500 out of 700 registered voters going to the polls. The majority for the "wets" is estimated at about 57. A third of the voters were women.

The annual stockholders' meeting of the Buffalo Brewing Company was held at the end of February. Reports made by officers of the company and by the general manager, Colonel Henry I. Seymour, indicated that the property of the company had increased in value and that the financial affairs of the corporation were in good condition. The present board of directors was re-elected as follows: Adolph Heilbron, W. E. Gerber, H. H. Grau, J. H. Arnold, P. C. Drescher, Edward Gerber and Frank Ruhstaller.

## Remarkable Heavy Bodied Blending Wines

THE Ciocea-Lombardi Wine Company has recently closed a deal with the Santa Cruz Island Company for the purchase and delivery of their entire stock of wines made and grown on the Santa Cruz Island, off the coast of California. The amount of wine involved in this transaction is 300,000 gallons among the finest heavy body, dark blending wines produced in this State. The wines purchased by the Ciocea-Lombardi Wine Company are of the vintages 1907, 1908, 1909, 1910 and 1911, and as an example of their strength and heavy body, these wines run from 13½ per cent to 15 per cent natural alcohol. It is remarkable for dry wines to have so much natural alcohol and to be free from sugar as is the case with these wines, and they compare very favorably with the heavy blending wines of Capri and Sicily in Italy. The Ciocea-Lombardi Company has made an arrangement with the Santa Cruz Island Company for the purchase of their output for a term of years and therefore will be in a position to supply the trade with these wines for years to come.

The first shipment, consisting of 150 puncheons, or 28,000 gallons, has already been received by the Ciocea-Lombardi Wine Company.

A Redding dispatch states that the contest on the liquor question at that city is warming up, and declares that the "wets" are making a hot fight in their preparation for the local option election on April 8th. At the end of February the city hall proved not large enough to hold the crowd of taxpayers who attended a meeting there to form a citizens' league to work to save the city from falling into the hands of the prohibitionists. The call was signed by more than one hundred of the heaviest property owners, and saloonmen were not permitted to sign. Dennis Desmond was elected president and committees were named to work for keeping Redding "wet." The "drys" are also hard at work and nearly every woman voter in Redding has registered. As the women voters are an unknown factor no one dares predict what will be the outcome of the election.

All the county of Humboldt will vote on the local option question in April, including the incorporated towns of Eureka, Ferndale, Arcata, Fortuna, Blue Lake and Trinidad. The county clerk has certified the signatures to the prohibition petitions and the Board of Supervisors are therefore compelled to call the necessary election.

**LASH'S BITTERS**  
TONIC LAXATIVE

# WILLIAM WOLFF & COMPANY

## IMPORTERS AND COMMISSION MERCHANTS

KIRKER, GREER & CO.  
JAS. SAUNDERS & CO.

58 BEALE STREET, SAN FRANCISCO  
PACIFIC COAST DISTRIBUTORS FOR

IRISH AND  
SCOTCH WHISKIES

JOHN DE KUYPER & ZOON, Rotterdam ..... Holland Gin  
M. B. FOSTER & SONS, London ..... Guinness's Stout, Bass's Ale  
CANTRELL & COCHRANE, Belfast ..... Ginger Ale and Sarsaparilla  
"QUENCHY," French Vichy Lemonade, bottled at the Spring "La Francaise," St. Yorre, Pres., Vichy, France.

AMERICAN WHISKIES BOTTLED IN BOND AND IN BULK

BOND & LILLARD MELLWOOD OLD HORSEY RYE OLD WATERMILL BELMONT OLD GOVERNMENT  
AND OTHER STAPLE BRANDS

IMPORTERS OF

VINTAGE WINES, STAPLE CORDIALS, BITTERS, PRESERVES, OLIVE OIL, ETC.

## Eloquence of the Hon. David S. Rose

BY HORATIO F. STOLL.

**D**URING the past five years I have heard the subject of prohibition and local option discussed from what I considered practically every angle, but I must confess that until I listened to the brilliant address at Hanford the other evening by Hon. David S. Rose, one of Wisconsin's ablest lawyers, and five times mayor of Milwaukee, I never thoroughly realized how many weak spots there were in the arguments of the leaders of the Anti-Saloon League, the W. C. T. U. and the prohibitionists.

Mr. Rose has given the subject careful study for years and as a result his marshaling of facts is so masterly and convincing that one cannot go away without being duly impressed with his logical arguments that provide any fair-minded person with food for thought for days. Besides Mr. Rose has a fine presence, a resonant voice that carries to every nook and corner of the hall, and a wonderful flow of language that enables him to color his work beautifully.

He resorts to no vilification or abuse, but does not hesitate to call a spade a spade. At Hanford, in telling what the Anti-Saloon League and its followers were attempting to do, ex-Mayor Rose said:

"Ask the anti-saloonist if he will be satisfied to have only local option and his reply will be that he will be satisfied with that if he cannot have more; ask him if he will be satisfied with county option and the reply will be the same, and so you may extend the inquiry to include all organized governments and you will always receive the same answer. He does not want true local option, but he hopes eventually to make our great nation adopt prohibition."

"That's right," yelled the blonde-haired Scandinavian in the gallery, and immediately there was an outburst of applause.

I thought the meeting was a packed one, that the Anti-Saloon League intended to ruin Mr. Rose's talk by interruptions, but I might have known that he would be equal to the occasion.

"Is that so," he said, his eyes flashing defiance as he turned toward the gallery. "Well, we'll see. I don't believe the people of the United States want their great nation which commands the admiration of the world to be put in the same class with the countries where absolute prohibition prevails. I mean China and Turkey. Would you like to see our country classed with those? China the drug fiend, and Turkey—the bare mention of her name is enough to bring the blush of shame to the cheek of every man who respects womanhood."

The applause that met this retort showed plainly that the spectators were far from anti-saloon sympathizers. In fact it took some time before the clapping ceased and Mr. Rose was able to proceed. How he did make sport of his prohibition friend in the gallery. I'm sure he felt sorry he had spoken, for a dozen times he was addressed by Mr. Rose during the evening and each time the house rocked with laughter at the discomfiture of the embarrassed Scandinavian.

Mr. Rose is particularly strong in the arraignment of the Anti-Saloon League which he characterizes as a "band of political pirates." That organization never hesitates to make him all the trouble that it is possible by organizing interruptions at his meetings, but never disclosing themselves or their identity in any manner.

In the State of Washington, an opposition newspaper had come out with a full page heavy display advertisement characterizing Mr. Rose as an impostor. Mr. Rose claimed the right to speak under the auspices of a local business men's club, which was a prominent business men's organization with permanent

headquarters. The advertisement charged that Mr. Rose had no authority to speak under the auspices of this club.

At his next meeting after the publication of this advertisement Mr. Rose called the attention of his audience to it, and asked if the author of the advertisement or the person who was responsible for its publication was present, and requested that such person, if present, stand up, but no one stood up. Mr. Rose made his challenge stronger and dared the author of the advertisement to stand, when a man arose in the gallery. Observing him from the stage, Mr. Rose said: "So you are the man who is responsible for the publication of this libel, are you? I am glad to find you; I have looked all over the State of Washington for you. Now, I am to tell you what you are in plain language, and will prove it. I wish to say that you are a contemptible falsifier, and if there were not ladies here, I would not hesitate to say to you that you are a contemptible liar."

Mr. Rose then produced the written invitation of the business men's organization under whose auspices he appeared, and read it. This was a complete refutation of the charges contained in the advertisement and the audience responded with cheers. While they were cheering some person in the rear of the stage said, "The man who interrupted is secretary of the Anti-Saloon League."

At this time Mr. Rose became angry, as it was the first time in his experience that a member of that organization had ever appeared publicly in one of his meetings. When the audience was quieted, Mr. Rose said, addressing himself to the man in the balcony: "I have not finished with you. It is evident that you came here to make trouble and you came to precisely the right place to get it. I spent a number of years down in Southern Arizona. They have a little animal down there called the hydrophobia skunk and its bite ordinarily means death, and they have many species of the lizard, and among others one that is known as the white lizard; its body is translucent,—one may see through it—and its blood is white, and I have just come to the conclusion that you are a cross between the hydrophobia skunk and the white lizard. You have the virus of the skunk and the white blood of the lizard."

The ladies of the W. C. T. U. inspired by misguided zeal also have interfered with the order of procedure of public meetings held in opposition to prohibition by Mr. Rose. On one occasion when a committee called to escort him to a meeting appointed for one of the western cities in the State of Washington, Mr. Rose was informed that there was a rumor current that an organized effort had been made by the prohibitionists and the anti-saloonists to break up the meeting, but what the nature of the movement would be no one seemed to know.

Arriving at the opera house, which was jammed to the doors, and taking his place upon the stage, the speaker of course began to study his audience with a view to ascertaining from what source trouble might be expected. About 100 ladies wearing the white ribbon were assembled in a body in the front part of the house. The speaker began by paying a tribute to the pioneer fathers and mothers, and then by a further tribute to the ladies of the city, complimenting them upon their beautiful lawns and flowers, the evidences of refinement and culture, that were to be seen on every hand, and then entered upon his little talk on the question of prohibition. He proceeded but a short time when three of the white ribbon ladies arose and started for the door, and then three more followed, and then three more arose and started for the door, and then three more arose to leave.

Mr. Rose stopped abruptly, so abruptly in fact, that the ladies who had started to walk out turned to see what was coming. Mr. Rose said: "I am truly surprised, in truth, I am amazed, and do not possess language adequate to express my amaze-



ment, that here, in this beautiful little city that I have attempted in my feeble way to describe, I find ladies—apparently ladies—getting up to go out during a public entertainment, and getting up to go out in squads of three. Of course, I know what it means. Up in my country they do this for the purpose of getting a drink, and if there are any more of you ladies who wish to go out to quench your thirst, I would be very much pleased to wait until you have returned.”

Of course this settled the disturbance, and those ladies who had started to go out came back and took their seats and there was no further interference.

Over in a splendid little city in the State of Michigan, on another occasion, the meeting to be addressed by Mr. Rose was attended by a large number of ladies wearing the white ribbon of the W. C. T. U. As the chairman of the evening stepped forward to introduce the speaker, several dozens of ladies wearing the white ribbon arose and opening their hymn-books proceeded to sing. The chairman of the meeting was nonplused by this procedure, which was entirely unexpected, and turned to Mr. Rose saying: “In God’s name what shall I do?”

Mr. Rose responded: “Let them sing.”

After they had finished singing and taken their seats, Mr. Rose was introduced and he addressed the white ribbon ladies as follows: “I wish to begin by thanking you ladies of the W. C. T. U. for coming here this evening to open my meeting with song. I note that you wear the white ribbon which indicates that you are members of a temperance organization, and I wish to say to you that it is entirely appropriate that you should come here to open my meeting with song, as I expect to make a temperance speech. Of course, it will not be the character of the temperance speech that you are accustomed to hear from your temperance evangelists, and your political pulpiteers, but it will be a true temperance speech just the same.

“While you ladies were singing, I discovered some really beautiful voices amongst you, but some of them were awful, indicating that you had not had proper rehearsal. Let me suggest that before you take part in another public entertainment, you have more rehearsals. I want to say to you ladies with the beautiful voices that it will not be well for Oscar Hammerstein to hear of you, or he will impress you into one of his New York opera companies.

“Of course, you ladies came here by invitation, or you would not be here. If you came here without invitations you are all criminals, for you have violated a penal statute of the State of Michigan, which makes it a criminal offense to interrupt the orderly procedure of a public assemblage, and I know you ladies would not do this, because you all wear the emblem of purity upon your breasts, the white ribbon.”

After that there was no more singing.

At another town in Michigan there was a large attendance of ladies of the W. C. T. U., all huddled together in the hall and wearing the white ribbon. The speaker was told while going to the hall, that word had been received by the committee that interference would be made at the meeting. When Mr. Rose reached the hall and went to the stage, he discovered this large body of ladies grouped in a remote part of the hall. There was no interruption or interference until the speaker had spoken for an hour or more, but he kept his eye constantly on this body of lady trouble makers.

Finally, he saw a gray-haired, sweet-faced, matronly looking lady drop her head over her shoulder and groan three times in rapid succession, and each groan could be plainly heard by the entire audience. Of course, everybody began to laugh and applaud and the speaker with them.

When the audience had quieted, the speaker referred to the instance in this manner: “When I was a young fellow, I spent a vacation away down in western Missouri, in a little city called

Carthage, visiting an uncle. One evening my uncle and I were going home about the hour of nine o’clock. It was a beautiful evening. The moon was shining brightly, the stars were all lighted in the heaven, and there was a perfect stillness upon the earth. As we proceeded on our way, we heard a commotion from away down in the valley, and asking my uncle what it meant, he informed me that it was a negro religious revival.

“I suggested that we go down and attend it, as I had never seen one. Arriving at our destination, we found a little negro cabin 16 x 24 feet in dimension, filled with negroes,—some were laughing, some were crying, some were singing, some were embracing each other in a frenzy of religious fervor, and some were writhing upon the floor; one old gray-headed negro mammy sat at the end of the table that was used for a pulpit, with her arms on the table and her head down upon her arms, and she was groaning. She had found salvation, and I find there is one old gray-headed mother at the left who has found salvation, too. It is time to sing hallelujah.”

It is needless to say that there were no more groans.

### Australian Cold Storage Grapes

VISITORS to the recent Royal Agricultural Society’s Show were much attracted by an exhibit of grapes which had been stored in the Government cool stores with the object of providing a lesson as to the great future which awaits the Australian fresh grape shipping industry. The exhibit demonstrated that grapes of suitable varieties, properly packed, can be preserved for a far longer period than is necessary for shipment to the countries which now buy this Australian product, and that this fruit can retain its original color and freshness for a long time.

The majority of the grapes shown were of the Doradillo variety, grown within 120 miles of Melbourne, on unirrigated land, and the cold storage test was very severe, as the fruit was gathered after heavy rains which were more than equivalent to and much later than any ordinary watering. That the grapes should have kept so well (the period of storage was five months) after such a season is, therefore, considered all the more remarkable. In the collection the faulty berries did not amount to 2 per cent, and these were only slightly discolored, quite firm, and free of mold. It is believed that through this exhibit a powerful stimulus has been given to the export trade in Australian fresh grapes.

Australia is adapted in every way to become one of the world’s great fruit suppliers. Climate, soil, and an unlimited market combine to make the Australian fruit grower’s opportunity unique, and, with the help of extensive irrigation schemes, he is showing every disposition to make the most of it. The vineyard area of Australia is now 58,140 acres, which in 1910 yielded 4,595,357 gallons of wine. The principal buyers of Australian fresh grapes and raisins are the United Kingdom, Canada and New Zealand.—From Consul Wm. C. Magelssen, Melbourne.

The Oregon State Prohibitionists recently held a convention at Portland and nominated a full State ticket. It also adopted a platform, the main plank of which is as follows:

The submission to Congress and the several States of the Union of an amendment to the National Constitution, forbidding the manufacture, sale, importation or transportation of alcoholic liquors for any purpose, except that in no case shall the prohibition of alcohol for mechanical purposes be effected.”

The State treasurer of the party announced that a State campaign fund of \$25,000 is needed. Of this \$2,500 has been subscribed.



## California Wine Association Report for 1911

San Francisco, February 29, 1912.

### To the Stockholders:

Your directors beg to submit their report for the year 1911.

The net gain for the year's operation is \$407,820.38, and after providing for the dividend for 1912 on the preferred stock, there remains a balance of \$322,244.78 to be carried to surplus.

Attention is called to the fact that your annual report, being made immediately after the vintage, necessarily shows your company's floating debt at its maximum. Its minimum is attained prior to the vintage. The minimum this year was \$456,562.07. The management believes the floating debt should be practically wiped out before dividends on the common stock can be wisely considered.

Appreciating that a conservative policy will require a re-valuation of the plants from time to time during the next few years, your directors have deemed it wise to transfer from the surplus and undivided profits approximately one-half to a reserve fund to provide for any depreciation of your plants and equipments, and investments.

During the year \$83,258.83 has been expended upon efficient maintenance of your cellars, wineries and vineyards, and charged to operating expenses. The further sum of \$86,360.94 has been expended on permanent improvements and charged to real estate, plant and machinery.

The dividend on the preferred stock for the year 1912 has been provided from the profits of 1911.

Financial statements are herewith given, showing the condition of your company's affairs.

For the directors,

B. R. KITTREDGE, President.

### STATEMENT OF THE CALIFORNIA WINE ASSOCIATION, December 31, 1911.

#### ASSETS.

Inventory of wines, etc. ....	\$ 2,569,441.49
Bills and accounts receivable ....	\$1,003,235.23
Bills and accounts from owned companies .....	324,957.01
Investments in other companies .....	5,180,060.05
Real estate, plant, machinery, etc.....	1,568,038.37
Tax and insurance accounts .....	31,096.07
Bonds unsold .....	186,000.00
Cash in sinking fund after purchase of 215 bonds	400.00
Insurance fund—Cash and bonds deposited with Union Trust Company .....	73,217.15
Cash in banks .....	204,544.14
	<hr/>
	\$11,140,989.51

#### LIABILITIES.

Common stock .....	\$ 4,754,200.00
Preferred stock .....	1,426,260.00
Bonds: Issued .....	\$2,000,000.00
Cancelled ...	\$62,000.00
In sink'g fund. 215,000.00	277,000.00
Surplus and undivided profits.....	728,828.49
Reserve for depreciation .....	798,096.16
Surplus 1910 .....	1,204,679.87
Profit 1911.....	407,820.38
Less preferred dividend for 1912.	85,575.60
Total surplus and reserve for depreciation .....	1,526,924.65

Contingent reserve fund .....	80,482.00
Preferred stock dividend for year 1912.....	85,575.60
Current Liabilities:	
Due to owned companies.....	\$170,569.68
Notes payable .....	885,369.78
Grape accounts .....	225,051.78
Bond interest accrued due	
March 10, 1912 .....	26,766.67
Sundry accounts .....	215,395.45
Preferred stock dividend due	
January 15, 1912.....	21,393.90
	<hr/>
	\$11,140,989.51

The Richmond City Council has fixed April 10th as the date on which the local election shall be held. It is said that the dry campaigners will import outside orators to aid by their eloquence the prohibition fight, while conservative business men are laying plans to adopt a middle course by having strict regulations and higher license, thus lessening the number of saloons. They contend that this being a manufacturing city it is not conducive to prosperity to close saloons. This is the right and sensible course to take.

We hear from Martinez that the Contra Costa Board of Supervisors have decided that the local option election in the first supervisorial district of that county shall be held on April 22. This district includes all the territory in the county west of Crockett to the Alameda county line, exclusive of the incorporated cities of Pinole and Richmond.

**Topazor**

The White Wine

**Nectarubi**

The Red Wine

The Perfection of California Table Wines



ESTABLISHED IN 1880 INCORPORATED IN 1906

CONTRA COSTA WINERY, MARTINEZ  
WINDSOR WINERY, SONOMA CO.

Office and Salesrooms:  
549 WASHINGTON STREET

**San Francisco**

# PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VITICULTURE

R. M. WOOD..... EDITOR AND PUBLISHER  
Office: No. 127 Montgomery Street, San Francisco, California.  
Rooms 304-305  
Phones: Kearny 2597 Home C 2559

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## California's Mis-Representatives

O H, save me from my representatives in Congress," should be the cry of every true Californian, as far as Senator Works and Representative Kent are concerned. These men are not only false to the State they represent, but by their words and actions aim in all things to injure its greatest interest. To take the Senator first. He is a cold water party, who believes it would be no injury to California to wipe out the growing of wine grapes and the manufacture of wine and brandy. His stand is best shown by a recent conversation he is reported to have had with a grocer named Magruder, in Washington. It ran thus: Works remarked: "Don't you think it would be a good thing to stop the manufacture of liquor?"

"Stop making wines, brandy, and all those things?" asked Magruder.

"Certainly," responded Works.

"What is to become of your State?" Magruder flashed back.

"You need not trouble about California," said Works.

Magruder then paid a tribute to California wines.

"I am glad they sell good liquor, if they sell it at all," Works commented.

The above needs no comment, further than to remind our readers of the great amount of land in the State, probably at least one-fifth, which is fit for nothing but grape growing. So that the proposal of this aqua-maniac practically means reducing the productive area of the State one-fifth, besides destroying one of its greatest and most rapidly increasing industries. Nice kind of a man, this Works, to represent a viticultural State in the Senate.

As to Representative Kent he is, if possible, more active in trying to injure California in every way than is Works. He is on record as championing the proposed bill that not only prohibits the shipment of liquor into dry territory, but makes that liquor, if enroute to wet territory, subject to confiscation if it passes through dry. Besides his efforts to injure the State in that direction, he also opposes, coastwise vessels loaded with California products passing through the Panama Canal toll free. In fact his entire record while in the House has been adverse to everything calculated to foster California interests.

Taken together, Works in the Senate, and Kent in the lower house, they are perhaps the best example in the political history of the United States of State representatives deliberately, and of malice aforethought, doing all the harm they possibly can to the State they represent.

## Chafin the Unspeakable

EUGENE W. CHAFIN, former prohibition candidate for president, has, by an address lately made by him in Portland, Oregon, clearly proved his fitness for a lunatic asylum or a jail, rather than the office to which he had once the impertinence to aspire, presuming him to have been correctly reported. The *Evening Telegraph* of that city is our authority for that statement.

It attributes to Chafin the following diatribe: "That Roosevelt has 'made a fool of himself because of red wine'; that his brother died a drunkard, and that he will fill a sot's grave." These scandalous and libelous remarks were, according to the *Telegraph*, made in a church to a body of ordinarily respectable American citizens, about a man who for nearly eight years was at the head of this great nation, and who for the many services he then rendered the country deserves the respect and esteem of all true Americans. Furthermore, the world has honored him.

But Chafin is not an American, he is a prohibitionist, one who, following the leading of his clouded and excited brain, would curse the God who made him for permitting the existence of alcohol on earth. What wonder then, being unwisely permitted to mount the rostrum, he pours the bile of his invective upon a good and upright man, whose whole life has been devoted to the service of his countrymen.

It would be impossible to find a more despicable—but what is the use? Chafin by his own utterances has placed himself upon so low a level that no words of ours can affect his future standing in the eyes of true Americans. Let us, however, in merey remember he is a prohibitionist and therefore only partially accountable for his acts and words!

## Profit in Wine Vinegar

THE California College of Agriculture and Experiment Station at Berkeley has published Bulletin No. 227 on Grape Vinegar, by Professor Bioletti. He points out that with the ever increasing extension of the grape-growing industry in California, it is desirable that every possible profitable outlet for the crops should be utilized. One important outlet which is but incompletely used, is the manufacture of high-class vinegar. Wine vinegar is of fine quality and must be made from good grapes, and therefore cannot compete in price with the many kinds of common vinegar now on the market, and the Professor says: "In the open market wine vinegar can compete with other vinegar only on the score of quality. To obtain this quality the best methods of vinegar making must be understood and intelligently applied."

It is to teach grape-growers these methods that the Bulletin is written, and everyone interested in the production of grape vinegar will find it invaluable. Professor Bioletti has rendered great services to the viticulturist, and the publication referred to is by no means the least of them.

Viticulturists can learn much from Circular No. 76 upon "Hot Room Callusing," by Frederic T. Bioletti and Leon Bonnet, recently issued by the California Experiment Station. It points out the defects in ordinary methods in the production of grafted resistant vines, and says that it is necessary, after the cuttings are grafted to "callus" them before planting in the nursery. This callusing consists in the formation, on the cut surfaces of stock and scion, of healing tissue by which the union is brought about. For this process certain conditions of moisture and temperature are required. These conditions are then discussed, and the art of grape-grafting fully explained by word and illustration.

## How to Get Rid of the Objectionable Road-Houses

IN their effort to "dry up" the State of California, the Anti-Saloon League has learned that in the cities they must paint the saloon in the blackest colors to start the kettle boiling, while in the rural districts, it is the country road-house they find it most profitable to feature.

You never hear of them referring to the road-side places of rest and refreshment, and respectable inns and taverns, where wines and liquors are served with meals or otherwise, but without the accompaniment of disorderly scenes or licentious conduct. These desirable resorts, many of which attract thousands of visitors during the summer months, are often made to suffer for the offenses of these road-side houses where lewd women and men are permitted to gather with little or no restraint upon drunkenness, disorder, gambling, violence and other infractions of decency and law.

There is absolutely no reason, however, why the decent places should be closed because the other places defy public opinion and the remedy against the objectionable places is not to put the entire county or district under prohibition laws, but to enforce the existing laws against the bad resorts. This can be done easily and quickly in every case.

To attempt to abate the evil of the bad houses by closing all the road-houses is altogether unfair and un-American. The good houses furnish an honest living to good citizens, and are convenient to the traveling public. Many of them, catering to family trade and respectable element only, have a wide reputation for the excellence of their meals and wines. This reputation they have built up by years of faithful and law-abiding service, and it would be the greatest injustice to destroy their property merely because others in the same business have not the same respect for law and order, and cater principally to the lawless, lewd and boisterous classes.

If any citizen or body of citizens has knowledge that any road-house is violating the law or is permitting disorderly conduct, or is otherwise being conducted in an offensive manner, he or they should make complaint to the district attorney, and should also petition the Board of Supervisors to revoke the license. The more numerous the petitioners the better. The closing of the place is practically bound to follow.

The law is quite plain on all these matters and the public officials can be compelled to enforce it. If they do not do their duty, the courts can be resorted to, or the officials themselves can be recalled. Nearly all of the ordinances under which liquor licenses are now granted expressly provide that any license may be revoked for violations of law and disorderly conduct; and in most cases the licenses must be renewed every three months. A complaint by responsible citizens must necessarily be listened to, and will almost certainly be sustained on proof of the facts. The facts as to disorder, etc., can easily be got at and proved.

The best way to abate these nuisances, for they are nuisances in the eye of the law, and can be suppressed as such, is to have responsible witnesses who can testify as to the acts complained of, and fortified with this proof, have a petition signed by as many citizens as possible presented to the Board of Supervisors asking that the liquor license of the place in question be revoked, or at any rate, be not renewed. Then by persistently following the matter up, by stirring up public opinion, and by impressing the Supervisors with the strength and earnestness of the movement, the objectionable place is bound to be closed up, or at any rate forced to run properly.

## To Fight the Webb Bill

THE Grape Growers' Association of California met at the end of February in this city and appointed a committee to go to Washington and appear before the committee of the United States Senate in opposition to the passage of the Kenyon bill. The provisions of this measure prohibit the railroads and express companies shipping intoxicating liquors including wines through dry States or territories, or into them.

The committee is composed of Senator L. W. Juilliard of Santa Rosa, Cavalier Andrea Sbarboro of San Francisco, M. F. Tarpey of Fresno and former Senator C. H. La Rue of Napa county. The following alternatives were also named: E. C. Priber of this city, Arthur Tarpey, son of the Fresno wine-maker, and Colonel Theodore Gier of Oakland. Senator Juilliard will be the legal adviser of the committee and will present the claims of the Californians before the United States Senate Committee. He is thoroughly conversant with the situation and has made a general study of the matters which he is to handle before the committee.

Most of the wine produced in California is shipped out of the State, much of it by rail, and this bill would prevent its crossing any section where the prohibition laws might be in force. Those engaged in the viticultural pursuits are aroused over the provisions of this bill, as it will react against their industry in many ways, and they believe it might have the effect of ruining the wine business of California. To be ready to take up the matter whenever necessary, the committee left for Washington early this month.

## American Wine Growers' Association Banquet

THE eighth annual banquet of the American Wine Growers' Association was held at the Waldorf-Astoria Hotel, February 29. More than three hundred diners participated, the special feature being the wine list, which contained 26 different American wines and champagnes, which came from the large wine growing districts of the country. Congressman Julius Kahn of California delivered an address on "America, the Land of the Vine." Walter Chandler, member of the New York bar, spoke on "The Political Vintage," and Arthur Brisbane talked on the need of an "American Horace" to celebrate the virtues of American wines.

Among those present were: Congressman F. S. Underhill, State Excise Commissioner Farley, Hon. P. F. McGowan, member of the Board of Education; State Senator Josiah T. Newcomb, County Clerk Schneider, Register Max Griefenhagen, State Health Commissioner Foster, Judge John L. Davis, ex-Senator Strassburger, Judge Otto A. Rosalsky, Hon. Samuel S. Koenig and the Rev. William A. Wasson.

During the afternoon session of the annual meeting the wine growers passed a strong resolution against the manufacture and sale of so-called "pomace wine," which is produced from grape refuse, water and glucose largely in Ohio and Missouri. The following officers were elected for the ensuing year: President, W. E. Hildreth, Urbana, N. Y.; vice-presidents, B. R. Kittredge, San Francisco, Cal.; George E. Dewey, Egg Harbor, N. J.; treasurer, L. J. Manson, Hammondsport, N. Y., and secretary, Lee J. Vance, New York.

The Superior Court of Washington has decided that wholesale liquor dealers with stores in dry territory cannot make sales within such territory. The decision points out the distinction between deliveries within the dry territory in unbroken packages, where the purchase was made outside, and sales within the dry territory.

# PHIZES



JAMES MARDIN CURTIS,

**P**RESIDENT and founder of the firm of J. M. Curtis & Son, gaugers and chemists, located at 108 Front street, San Francisco, Cal.

Mr. Curtis was born in Connecticut, at South Coventry, on April 25th, 1832, receiving his finishing education at Yale University, where he was also a member of the Berzelins, which was that time and still remains famous as a scientific society. In 1852, as a young man of 20, he came to California and engaged in stock raising, taking bands of horses across the plains and returning with herds of sheep.

Mr. Curtis first entered the wine and spirit industries in 1865, as a distributor and in 1867 formed and established the Lake Vineyard Wine Company. In 1878 he entered the gauging business and established the first chemical laboratory on the Pacific Coast for the analysis of wines.

In the year 1892 his son, Mr. Mardin Curtis, was taken into partnership and the firm name changed to that of J. M. Curtis & Son.

Mr. Curtis has no political aspirations, being a home man. He is a thorough musician, but his favorite instrument is the organ, with which and his books he is content. He is a member of the A. O. U. W. and was for many years an Odd Fellow.

While Mr. Curtis made other portions of California his home for some years, San Francisco has been his permanent residence since 1861.



FRANK A. BUSSE.

**T**HIS gentleman is so well known in the industry that it seems superfluous to mention his close association with the Napa and Sonoma Wine Company, of which he is manager.

Mr. Busse was born at Hamburg, Germany, on January the 6th, 1871, where he secured a seminary education, gaining his viticultural knowledge in the Rhine district. He came to California in 1889, at which time he identified himself with the grape and wine growing industries and has continuously been so engaged, both practically and commercially. Mr. Busse has been most efficient in his connection with the Napa and Sonoma Wine Company in bringing their products prominently to the fore.

Mr. Busse is treasurer of the Grape Growers' Association of California, as well as being past president of the Allied Grape and Wine Industries. He is a Mason, an Elk, a member of the Olympic Club, the Foresters, Deutscher Club and the Commercial Club. He resides at 2009 Pacific avenue, Alameda, California.

## An Erroneous Report About Lachman & Jacobi

**A** LOCAL wine and liquor publication, in its latest edition, stated that negotiations were in progress for the absorption of the entire business of the house of Lachman & Jacobi, by the California Wine Association. The story was so improbable that we took the trouble to investigate the matter. As a result it was found that all questions as to the internal affairs of Lachman & Jacobi, arising through the death of Frederick Jacobi, have been settled by placing all the stock of the various interests, with the voting power, in the hands of the Union Trust Company, as trustees. Under this arrangement, Mr. J. J. Jacobi retains the presidency and the exclusive management of the business.

Freeman B. Mills, secretary of the Woodbridge Winery, recently wrote to the Lodi *Sentinel* deeming it proper to correct certain erroneous statements which have been made. He says that Secretary W. C. Brown, of the Lodi Co-operative Winery, was mistaken when he said in an interview that "the Wests have again leased the Woodbridge Winery for the coming season, and if they were able to get control of the Lodi plant they would control all the wineries in San Joaquin County."

Mr. Mills states that the Wests have not "again leased the Woodbridge Winery for the coming season." They have never leased the Woodbridge Winery. The Woodbridge Winery is now, and always has been, absolutely independent of any person, firm, corporation or selling agency. With the exception of these trifling inaccuracies, Mr. Brown's statement in regard to the Woodbridge Winery is correct.



### THIRD SERIES; BUILDERS OF CALIFORNIA'S GREAT WINE INDUSTRY AND THOSE AFFILIATED THEREWITH. NEXT GROUP APRIL ISSUE.



HERMAN NICHOLAS LANGE.

**M**R. LANGE is a comparatively young man, but well known in the wine industry, through his close association from what might be termed boyhood, with the Inglenook Vineyard Agency, which is today represented by B. Arnhold & Co., of which corporation Mr. Lange is vice-president and manager. He is also secretary of the Lange Investment Company.

Mr. Lange was born in San Francisco April the 24th, 1875. He secured his schooling in the public schools of that city, which he has always made his home, and now resides at 1030 Stanyan street.

At the age of 16 Mr. Lange entered the business world as bookkeeper for Tillmann & Bendel, which position he held from 1891 to 1894, at which time he entered the employ of the Inglenook Vineyard Agency in the same capacity, thus affiliating himself with the wine industry.

Mr. Lange, through adaptability and interest in the industry, was made secretary in 1896 of Stevens, Arnhold & Co., and in 1899 assumed the same office with B. Arnhold & Co., which he held continuously until September, 1909, at which time he purchased the stock owned in the corporation by Mr. B. Arnhold.

Mr. Lange has not held any political offices and does not aspire to do so. He is a well known and liked member of the Commercial Club and as a San Franciscan always a booster.

#### GEORGE DE LATOUR.

**I**N mentioning the place and date of birth of Mr. de Latour it is necessary to recede to his native country, France.

Mr. de Latour was born October 20th, in 1856, at Bordeaux, France, where he received his early education under the tuition of the Jesuit Fathers at Sarlot, graduating and coming to America in 1885, at which time he came to California.

Locating in San Francisco, where, with his knowledge acquired in France, he entered into mining industries, which occupation he followed during the year 1886 to 1887, at which time he became interested in the production of cream of tartar and was the founder and builder of several plants for the production of this essential commodity.

The first laboratory and point of output was located at San Jose in 1890, this innovation in this field, which proved most successful, being followed by the erection of plants at Healdsburg, Fresno, Chill and Rutherford with a refinery in San Francisco. Mr. de Latour continued in this enterprise until 1897, at which time there was a consolidation effected with the Stauffer Chemical Company, which consolidation was achieved mainly through Mr. de Latour's energy and ability in increasing the output of the commodity from 10,000 pounds yearly to over 600,000 pounds.

In 1900 Mr. de Latour secured land in Rutherford and, still thinking of his native country and with his knowledge of vintage acquired in youth, he realized the climate of California would be advantageous for the growing of grapes. He secured in all 240 acres and planted nothing but vines imported from France.

Mr. de Latour contends that he is now producing some of the best California wines and is greatly helping the industry in this country by his importation of vines.

Through a study some years back, to be exact, in the year 1908, Mr. de Latour learned the making of sparkling wine and is now producing a domestic that is par excellence, all grapes being grown at Beaulieu Vineyards.

Mr. de Latour is a resident of San Francisco during the winter, but is naturally interested in the growing, and therefore spends most of his time at Rutherford during the summer months. He does not aspire to politics, but as a public hearted citizen is a member of the Commercial Club.

#### Andrea Sbarboro Banquets Delegation

**A**NDREA SBARBORO, who has been in Washington representing the grape growing and wine industries of California, gave an elaborate banquet March 25th to the California delegation at the capital. Besides the Senators, Representatives and their wives, the dinner was attended by W. R. Wheeler and William N. Bunker, representing the Chamber of Commerce.

Coasts to the Panama-Pacific Exposition and to the success of the Panama Canal were drunk with California champagne.

Before returning home, Sbarboro will make a brief trip to New York.

W. Juilliard, who also has been in Washington in connection with the fight against the Webb bill, has returned from the East, and E. C. Priber, the third delegate from the California grape growers, will be home in a few days.

#### Dr. Wiley Resigns

**D**R. WILEY, head of the Bureau of Chemistry of the Department of Agriculture, has resigned. He was an honest and strong man who did his duty thoroughly and fearlessly. To him must be given much of the credit for the enforcement of the Pure Food and Drugs Act. Naturally he made enemies, and his obstinacy in the matter of the use of sulphur in the drying of fruits has certainly not made him popular among fruit men on the Pacific Coast. Notwithstanding his faults he will leave office with the respect of the California wine men and the general public, who have most certainly benefited by his conscientious labors. While the REVIEW has deprecated some of his actions, it would say, as it said of the worthy parson in Goldsmith's Deserted Village, "E'en his failings leaned on virtue's side," and believe that by his resignation the Federal Government loses a good and faithful servant.



# OF INTEREST TO RETAILERS

From the National Liquor League

CIRCULAR NO. 1.

New York, N. Y., March 1st, 1912.

**T**O the Officers and Members of the Retail Liquor Dealers of the National Liquor League of the United States:

DEAR SIRS AND BROTHERS:—I take this, the earliest opportunity, of thanking my friends in the National Liquor League for the confidence they reposed in me in electing me President at the convention held in Washington, D. C., on January 17th and 18th, 1912.

I sincerely hope that, with your assistance and co-operation, I will prove in every way worthy of the high office to which you have elected me.

I need hardly call your attention to the fact that these are troublesome and vexatious times in our business in every State all over the entire country. The enemies of the traffic continue as active as ever in their warfare against it, and it is a duty which we owe to ourselves, our families, and our commercial interests, to do everything we can in a legal manner to withstand the vigorous and untiring assaults of Prohibition and Local Option.

We can do this only through a compact and an intelligent system of organization and co-operation. As individuals our efforts amount to very little, but by working in unison and in a comprehensive manner with other branches of our great industry, we can and are expected to accomplish a great deal. I therefore urge you in a fraternal spirit to do everything in your power to add to your membership, and strengthen your local organization. This will not be found very difficult, if every member becomes an active participant in the work.

I also trust that you will call my attention, wherever necessary, to non-organized States near your own State, so that we may make an effort to get them in line.

I will issue circulars to the trade from time to time, calling the attention of members to such current matters as I think they should be acquainted with.

I also desire to state that I will gladly attend any meetings where my presence may add to the general welfare, and if it is not possible for me to do so personally, I will be pleased to delegate some one or more of the National officers to act in my place.

Again thanking you, inviting and asking your honest support in the interests of our common business and of my administration, I remain,

Yours Fraternally,

M. F. FARLEY,  
National President.

At the recent charter amendments election at Seattle, the voters' favorable attitude on the saloon question was made plain by the following vote, viz.: By extending the saloon limits to include the business section of Georgetown; to remove all doubt regarding the legality of saloon licenses granted in the newly annexed suburb; and by voting down the proposal to make saloon licenses subject to the initiative and referendum section of the charter. The voters also disapproved the extension of the license period for saloons at transfer points.

The Monterey County Supervisors have adopted an ordinance which compels all saloons to close, and restaurants to cease selling liquor, between midnight and 6 a. m.

J. W. Walls and U. W. Hall, members of the original firm of Hall & Walls in Anaheim have sold their wholesale liquor house in that city to Ervin Bayha and Pierre Nicholas, the two other members of the firm of the Orange County Wine Company. Hall & Walls in turn became the sole owners of the business in this city which will continue to do business under the name of the Orange County Wine Company.

At San Diego the new Bay City Brewery Company has filed articles of incorporation. It will be built in that city, contracts having been let for equipment, and plans for the brewery are being prepared. A. Lang, F. C. Lang and J. B. Crosby are named as directors.

The report of Chief of Police Headlee of Everett, Washington, for the month of February, 1912, shows that the number arrested for being drunk and disorderly was 23. For the month of February, 1911, the number arrested for the same offense was 12; for February, 1910, the number was 22, one less than in the month just past. In February, 1910, the saloons were still in existence." The proponents of licensed saloons in the city of Eureka are making use of the above report as a campaign document. The election at Eureka will be held on April 15th.

Not only has the lid been closed down at Arroyo Grande, but a riveting machine was employed to keep it down. The liquor ordinance just prepared prohibits the sale of liquor in any form at any time and from those who have carefully surveyed the document we learn that it is probably one of the most stringent ever drawn for approval.

A Livermore dispatch states that a petition having the required number of signatures, has been filed asking for a local option election in the first supervisorial district of Alameda county, which includes Washington, Pleasanton and Murray townships. In Washington township there are 51 saloons in unincorporated towns, and in the other two townships 11. The cities of Pleasanton and Livermore are both incorporated and exempt under the law.

Should your dealer not carry LYONS' PERFECTION BLACK BERRY CORDIAL we will be pleased to submit samples at prices on application.

THE E. G. LYONS & RAAS CO.

The State of Oregon Supreme Court has ruled that the Home Rule Amendment to the constitution of 1910 is self-executing, that cities and towns stand as separate entities and that the existence of precincts which extend partly within the borders of a city and partly without do not invalidate an election held with proper procedure under the home rule amendment. The decision was given in the case of the State against Perkins known as the "Springfield Home Rule Case." The main point involved was whether Springfield had the right to vote "wet" when the balance of the county was "dry." The defendant Perkins was convicted for selling intoxicating liquor without license and was fined \$50. As a matter of fact Springfield as a town, had voted wet under the Home Rule amendment in November, 1911, and Perkins had received a license from the town authorities. Under the recent ruling the right of cities and towns to pass their own liquor laws is confirmed and defendant Perkins was discharged.

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P. W. WOBBER, Proprietor

### Born at the Right Time

WITH the market demand for California wines growing year by year, there has been created plenty of room for good hustling organizations, and one of them has started up with every sign in its favor. This is the Plohr Wine Company, occupying the office suite, No. 1547 Marquette Building, and with wine cellars at 223-227 S. Clinton street, Chicago.

The president of this new company is Henry Plohr, who has been known to the trade as a wine merchant for the past fifteen years. The secretary, who will also act as sales manager, is Wm. B. Frolichstein, who for seven years has been in charge of the Chicago business of the California Wine Association.

The Plohr Wine Company will act as distributor of the Sierra Madre Vintage Company of Los Angeles and the Theo. A. Gier Wine Company of Oakland, Cal. This will embody excellent dry and sweet wines, and considering the experience of the two members of this firm, it is certain that success will be the immediate result.

Supplying a commodity that is a staple in the market, and backed by good business judgment, this new firm begins its career with the well wishes and best prophecies of the trade.—*Midas.*

### California Association Elects President and Directors

THE election of officers of the California Wine Association resulted as follows: B. R. Kittredge, president; J. Frowenfeld, first vice-president and treasurer; W. Hanson, second vice-president, secretary and general manager; directors, M. J. Fontana, I. W. Hellman Jr., J. J. Jacobi, Albert Meyer, C. O. G. Miller, Henry Rosenfeld, C. Schilling and F. W. Van Sicklen.

It is understood that the directors of the Lodi Independent Winery will entertain a contract from George West & Son to take over the Independent Company's wine for a term of years at a price which would net the growers about \$10 per ton for their grapes. The offer was made at a meeting of the directors of the Lodi Independent Winery in Lodi recently.

It is believed that the amount of wine carried over from last year was very large and that the independents will be glad to get an outlet for this wine. The independent wineries have to pay considerably more to handle their wine than do West & Son because the latter company is a member of the California Wine Association.

If the Lodi Independent Winery accepts the offer the mutual handling of wine grapes in the Lodi district will be at an end. The California Wine Association has secured control of every winery in the Lodi district with the exception of the Lodi Independent winery up to the present. It is believed that the association will retain possession of the field a number of years.—*Stockton Independent.*

Owing to the increase in the business of the Italian Vineyard Company in the New Orleans market, they have found it necessary to move into larger and more commodious quarters. They are now located at 412-414-416 South Front street. Mr. Secondo Guasti, the president and general manager of the above mentioned concern, has just made a visit to the branch and made a personal call on all the trade in New Orleans and finds the branch in a very flattering condition.

Representative Kent's support of the bill prohibiting the transportation of California wines through "dry" States is another illustration of Representative Kent's failure to represent California.

### Fountaingrove Vineyard Co. in New York

THE Fountaingrove Vineyard Company, at 58 Vesey street, in the City of New York, recently had a narrow escape from destruction by fire. The New York *Mercantile and Financial Times* says:

"The place was established years ago and owing to its unique features, at once gained popularity. It is the nearest approach that has yet been made in this city to the famous Bodegas of Italy and Spain and to the better class of the cafes of Paris. Fountaingrove is, and always has been, the favored resort of lovers of good wine and good fellowship. Among its patrons are to be found some of our leading business and professional men, the latter including lawyers, artists and actors. The Fountaingrove wine room is one of the cherished institutions of the city, being noted for the purity of the California wines there dispensed and for the genial atmosphere which pervades the place."

From Mackenzie & Co., Ltd.

118 Leadenhall St., London, E. C., March, 1912.

DEAR SIR:—We have the pleasure to send you our reports on the Sherry and Port vintages of last year.

Our Jerez house reports: "The Jerez vintage of 1911 was short in quantity, like that of 1910, caused principally by the prevalence of Levante winds in the spring which did damage to many of the vineyards. In districts outside that of Jerez the yield was more abundant, with a consequent slight reduction in prices, but they are not yet down to normal.

"The quality generally is well up to average and in some cases superior.

"Good old 'Jerez' is getting scarce and prices have lately gone up considerably, as these wines can only be replaced by many years' storing which has not been encouraged by remunerative prices. Light, delicate Finos are also getting scarce and dear."

Our Oporto house writes: "The winter of 1910-1911 was all that could be desired for the future of a good vintage in the Douro and prospects were very hopeful, but there was unfortunately a lack of warm weather in the spring and summer with a short spell of great heat which only tended to scorch the grapes.

"The vintage was in full swing by the 10th of October and much of it was gathered in good weather and the musts showed a high degree of saccharine. Some of the tonels we made are looking very well, but it is as yet too soon to form a decided opinion of the quality. The quantity was considerably less than that of 1910—prices are consequently very high, and with the continued dearness of brandy, it is still more difficult to ship very cheap wines."

We remain,

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# OF INTEREST TO RETAILERS

## Stockton's New License Law

THE City Council of the City of Stockton has passed a new liquor ordinance amending Section 12 of the ordinance under which the liquor traffic has been carried on for some time past. It fixes saloon licenses at \$100 a quarter; wholesale liquor licenses at \$25 a quarter; restaurant licenses at \$25 a quarter; drug stores, \$6.25 a quarter. It also amends Section 20 of the old ordinance by limiting saloons to 80 at any one time. It further provides that in any outlying territory annexed to the City of Stockton any person holding a properly issued license, shall be entitled to receive a license from the city, provided that such license cannot be transferred to any location within the present limits of the City of Stockton. It forbids the employment of a woman in any capacity in a saloon, and makes such misdemeanor punishable by the revocation of license.

COLTON must really be a very lively place to live in, with a local option election taking place every week or two. At the last election the race between the wets and drys was a close one, the drys winning by a small majority. Since then both sides have been in training, and the fight is again on, the wets demanding another election. Here's the Colton record: Went dry in April, two years ago; last August it went wet; in December last Colton was declared dry by a majority of 17. As the majority was so small the wets are petitioning for another chance. Why on earth don't they toss a coin, and stop spending hard earned money in numberless elections?

THE San Francisco Chamber of Commerce, believing that the Kenyon bill, prohibiting the railroads and express companies shipping intoxicating liquors, including wines, into dry territories or through them, threatens a serious blow to California's grape growing and wine and brandy making industries, has wired the California delegation at Washington urging vigorous opposition to the bill.

William M. Bunker, a director and Washington representative of the chamber, has also been asked to point out the danger in the wording of the bill, which, if enacted, would not only prohibit the shipment of wines from California in original packages to consignees in the so-called dry States, but might also, in its present form, be construed to prohibit the transportation through dry States of wine consigned to other States, thus working a serious injury to the viticultural interests of California and affecting the prosperity of the whole State.

Andrea Sbarboro, secretary of the Italian-Swiss Colony, as one of the delegation from California opposing the Webb bill in Congress, delivered a masterly address setting forth the bad effects of the bill and telling of its effect upon the great wine industry of California, if adopted and enforced.

Judging from the numerous shipments of California wine to Tahiti in the last month, as shown by the Customs House manifests, the trade in California wines in the South Sea Islands must be extending.

Messrs. Jackson and Peters, who live a short distance south of Yuba City, have contracted for a million and a half of young vines of the Thompson seedless variety. Vine planting on a large scale is being done in Sutter county, but the majority of vines are Thompsons, because of last year's good prices for that grape.

By the end of February Geo. West & Son had secured over 3000 acres on contracts that grapes be grafted to Petit Syrah and Alicante Bouchet grapes. West & Son offered \$10 per ton for a period of 10 years for the two varieties of grapes and furnished the scions for grafting. It is believed that a sufficient acreage of Tokays may be grafted to the wine varieties to relieve the congestion in the table grape market of the East, and to avoid a recurrence of the glut of last season.

At the end of February the Board of Directors of the San Joaquin County Grape Growers' Protective League met and appointed a Legislative Committee consisting of Judge C. W. Norton, Assemblyman J. W. Stuckenbruck and E. G. Williams to take up the Roseberry compensation act, which is regarded as detrimental to the interests of growers in this section. At the same meeting a contract was drawn up by the directors of the league to present to the shipping companies. This contract is to be the working contract between the league and the shipping companies. J. V. Bare and Joe McKindley were appointed a committee of two to present this contract to the shipping companies for signatures.

Frank Giannini, well known winemaker of Tulare, has decided to place last year's crop in the East, and expects to ship 35 cars, aggregating \$50,000. He began his Eastern shipments in February with a carload of wine to Virden, Ill.

At Niles the necessary 400 signatures to invoke the local option law and decide the saloon question have been secured. It is expected that the Board of Supervisors will set a date for the election within a short time.

Prohibitionists in Oregon intend to wage a State-wide campaign. At a meeting of county chairmen it was decided to try to secure 2000 volunteers to work among voters. In Lincoln county out of three ministers two are opposed to prohibition. It would appear from this that Oregon ministers are beginning to comprehend the truth of the statement that "prohibition does not prohibit."



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# OF INTEREST TO RETAILERS

## Berkeley to Vote On the "Sealed Package"

AT a recent meeting of the Berkeley City Council, April 27th was set as the date for the special election on the "sealed package" ordinance. At present the sale of liquor in any form is illegal in Berkeley, but according to the opinion rendered to the board by the city attorney, delivery by outside firms cannot be prevented, nor can a license upon such sales be enforced. The coming election is called to decide whether or not liquor in sealed packages may not be sold by Berkeley merchants, and the money now going to outside communities be kept at home.

IN February Professor Green, of Stanford University, filed a voluminous petition with the Supervisors asking that a special local option election be held in the fifth supervisorial district of Santa Clara county, and the board has fixed April 26th for such election. This petition is believed to be the first of five similar petitions, one for each district, to be made at one and the same time to force prohibition upon the people of the viticultural and wine producing county of Santa Clara. The fifth district covers that part of the county lying around Palo Alto, Stanford, Mayfield, Mountain View, Los Altos, Sunnyvale, Cupertino, Campbell, Los Gatos and Saratoga.

Professor Green is a first-class mischief maker whatever his other qualifications may be. Instead of confining his activity to his duties at the University, for which he is paid, he is dabbling in politics as a leader of the prohibition party, and working for a dry Santa Clara county. The Stanford Trustees should squelch him.

Early in March the Lodi Co-operative Winery held its annual meeting. The stockholders were present almost to a man, and plans for the future discussed. The secretary-treasurer's report showed that the net assets of the concern are now \$245,166.10. This is declared not to be a fictitious value placed upon the plant and stock on hand, but reckoned upon the actual cash value of the stock, and the plant has been estimated at less than what it actually cost, as its depreciation has been allowed for. The following directors were elected to serve during the ensuing year: T. E. Wilkinson, president; Ed Hutchins, vice-president; W. C. Brown, secretary-treasurer; Charles Rossi, G. W. LeMoin, Charles Dustin, Ferdinand Christeson and H. C. Beckman.

EARLY this month the board of directors of the San Francisco Chamber of Commerce, which is opposed to increasing the number of saloons in this city, passed the following resolution:

Resolved, That the board of directors of the San Francisco Chamber of Commerce adopts the following as, expressing its attitude regarding the future granting of saloon licenses in San Francisco:

First—That the board is opposed to any increase in the present number of saloons in San Francisco.

Second—That the board is opposed to the granting of licenses for any additional saloons or the transfer of any existing saloons to any location in the following district of San Francisco: Both sides of Market street from The Embarcadero to Castro street, and north of Market in the district bounded by Market, Powell and Bush streets.

Third—That the board opposes the granting of any license or the transfer of any existing license for a saloon in any location outside of the aforesaid shopping district, whenever opposed by a majority of the owners of the property or a majority of the tenants thereof, on both sides of the street, in the block where the application for such a license is made.

The Yolo Winery has shipped very nearly its entire season's product. It has filled its last order for 82,000 gallons of sweet wine, recently consigned to Winehaven, and has only 20,000 gallons remaining. This will be kept to supply local demand.

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Back at the same old  
stand; same old goods;  
same excellent service.  
The fire did not get me.

I import  
Famous Old Campbeltown  
SCOTCH WHISKY  
Pisco de Italia, Madeira  
Wine  
Sazerac de Forge & Sons'  
Brandy  
DUNCAN NICOL

S. E. CORNER MONTGOMERY AND WASHINGTON STS.  
SAN FRANCISCO

THE OLD RELIABLE

1871 GATO 1871

## CLEAR HAVANA CIGAR

S. BACHMAN & CO. (Inc.)  
DISTRIBUTERS

## LOS ANGELES DEPARTMENT

LOS ANGELES, March 25.—The rain has come and with it rejoicing in Southern California. Up to the first of March practically no rain had fallen here, and the prospects for crops were beginning to look rather bad; as a result, there was a tightening of the purse strings of capital and a general system of retrenchment was under way when the welcome rain fell and in quantities that removed all fear of drought for this season. Trade in all its branches is showing a decided improvement and business generally is good throughout Southern California.

There is no particular change in the wine situation, prices still being badly mixed, and a shrewd buyer with ready cash can just about dictate prices and find some one to supply the goods he requires. The larger factors in the business here are not, however, disposed towards forcing any stock on the markets under existing conditions, and are almost to a unit, holding their goods for a more favorable condition. This situation is tending toward the shipment of considerable goods to their Eastern warehouses and branches and a wider distribution throughout the markets of the United States.

Local trade here has been very good since the rain. Outside orders from the mining districts and the interior towns have been of very satisfactory volume and the wholesale trade has had nothing to complain of this month so far. In the city the retail business has been very good. The influx of tourists always tends to help the trade of Los Angeles generally at this time of the year, and this season the extra severity of the weather in the states east of the Rocky Mountains has driven an unusually large number of people to seek relief from its rigors in sunny Southern California, to the very considerable benefit of our Los Angeles tradesmen in all lines of goods.

Locally the situation as regards the liquor interests is in a satisfactory condition to the trade. The live and let live policy of the present city administration, in contradistinction to the continual nagging of the preceding administration has been productive of good results all along the line. The administration has kept faith with the liquor men in its pre-election assurance of a square deal, and the irresponsible long-haired agitator is a persona non-grata with the powers that be nowadays, and the liquor man who strives honestly to obey the ordinances is no longer in daily fear of what the morrow may bring forth. It is to the credit of the trade of this city that those engaged therein are almost to a man striving to conduct their business according to the ordinance, and any one of them who wilfully does otherwise receives scant sympathy from his fellow members. The organization here most emphatically discourage anything that will tend to bring discredit on the business and are themselves an aid to the authorities in weeding out the undesirable element engaged in the business.

This is the quiet time with the winemen. The brandy has about all been made, the cellar work is well in hand and the attention of the vintner is now devoted toward the care of the vineyards, which to several of Southern California winemen, for instance, the Italian Vineyard Company and Charles Stern & Sons, which two concerns own and cultivate two of the largest vineyards in the world, something like six thousand acres between the two firms, is a matter of very considerable magnitude. The cultivation, pruning and other work makes an army of helpers necessary. This work is now going on among the vineyards, large and small, all through Southern California, which, together with the usual work of getting out shipments, is keeping the wineman busy.

John Brink, of the Saddle Rock Restaurant, a resort beloved of travelers and local epicureans, has secured a restaurant license and is now fitting up an elegant store room on Spring street, just below Sixth, for a first-class cafe. Brink has chosen a very good location, as the trend of business is southward, and there has been no strictly first-class cafe in that neighborhood. The place will be opened the last of March.

Dan Jerrue has almost forsaken the cafe on Spring street bearing his name, where in times past Dan was to be found "early and late." He has a new vocation that is bringing out a strain unsuspected by his friends. Dan is becoming one of the "Irish Gentry" and is reveling in the possession and cultivation of a "farm" of a couple of acres or more out Eastlake Park way. Dan is as lean and brown as a mountaineer and the picture of health, showing that it is agreeing with him to become a landed proprietor.

Joe Melczer, of Jos. Melczer & Co., is harassed in spirit these days. Joe early this winter spent many pleasant days in planning a trip to the Antipodes this spring and summer, and many hours were devoted to the making of the itinerary, but alas, just as Joe was about to make the final arrangements for his departure, an unfeeling minion of the law, yelet a U. S. Process Server, stepped in with a subpoena for service on the Federal Grand Jury, and Joe's plea that he was about to start for the Orient was of no avail, and now Joe faces a pleasant summer in Los Angeles on jury duty. Joe is taking it philosophically, however, and has turned his available time toward the general superintendence of the building of his \$30,000 home on Manhattan street and Wilshire boulevard, and to dabbling in real estate deals between times.

Fred Kroeger, who was for years connected with the retail trade in Seattle, with the Olympus Cafe and also Jim Morrison's place in that city, is one of the Seattle boys who has made good. Fred is the general manager for Becker Brothers, owners of the Waldorf Cafe and Waldorf Annex in this city. To his careful attention of the smallest details of the business much of the popularity of these two cafes can be attributed.

The Nadean cafe and restaurant, formerly run in conjunction with the Nadean Hotel, has changed hands, and is now operated as the Cafe Martan. It is conducted in an up-to-date manner.

Secretary Barlotti, of the Italian Vineyard, is an exceedingly busy man nowadays. The absence of Mr. Guasti on an eastern trip leaves everything under Mr. Barlotti's supervision. This week he has been devoting the most of his time to the immense 3,000-acre vineyard of the Company, overseeing the pruning and cultivating, which is being done by a small army of men. Mr. Guasti is expected to return about the middle of next month from his eastern trip, during which he is visiting all the principal eastern cities and the branch stores of the Company and looking after their interests generally.

Johnny Davin is building up a nice trade at his new place. The Apex Saloon, at the corner of Eighth and Main. John keeps only the best quality of goods and runs his place on a strictly high-grade plane and deserves the patronage of the better element which he is attracting to his place.

Rol King's Hollenbeck cafe is a busy place these days at almost any old hour. Aside from Rol's personal popularity, the location of his cafe and the service and quality of stock behind the bar tends to draw custom, which is gratifying to Rol's bank account.

The Hoffman Cafe is one of the high-class successful cafes of the city and commands splendid custom. The restaurant department is a favorite resort for Los Angeles business men, and many a deal has been consummated around its tables.

The old Wellington bar on Third street has one of the best retail businesses of the city. While slightly off the main arteries of traffic and so missing much of the floating trade, it has a steady patronage from the business men of the vicinity that is very satisfactory.

Link Knowles, of the Nadeau Buffet, says business is very good, showing a very decided increase since the rains came, and as a result Link wears a broad smile from morn to night.

The Del Monte Bar, conducted by Fox & Kellerman, on Third street, is one of the most popular cafes in the city among the business men, and commands a very high-class trade whom it is a pleasure to serve. The popularity of its owners and the careful selection of goods served over the bar holds its customers, and its business is a most satisfactory one.

Adolph Becker has been down from Frisco for a few days, dividing his time between the business here in Los Angeles and his big alfalfa and cotton ranch in the Imperial Valley. From his love for the farm one would think Adolph cut out for a farmer, but he is a mighty successful man in the other lines in which he is engaged.

## BRANDY PRODUCED

### OFFICIAL REPORT

#### FIRST DISTRICT—Month of Feb. 1912.

Produced and bonded in this district.....	Tax. Gals.
Received from other Districts, California.....	65,402.9
Received from special bonded warehouse, other District, California.....	5,255.5
Transferred from distillery to special bonded warehouse, Eastern District.....	4,089.2
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....	27,281.6
Exported.....	
Tax Paid.....	61,474.3
Withdrawn from warehouse for Fortification of Wines.....	
Remaining in bond, Feb. 29, 1912.....	2,213,842.1

#### FOURTH DISTRICT—Month of Feb. 1912.

Produced and bonded in this district.....	Tax Gals.
Transferred from distillery to special bonded warehouse, First District, California.....	4,120.7
Transferred from distillery to special bonded warehouse, Eastern District.....	4,474.9
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....	
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....	1,036.3
Exported.....	
Tax paid.....	7,108.6
Used in Fortification of Wines.....	
Remaining in bond, Feb. 29, 1912.....	590,194.6

#### SIXTH DISTRICT—Month of Feb. 1912.

Produced and bonded in this district.....	Tax Gals.
Transferred from distillery to special bonded warehouse, First District.....	3,451.7
Transferred from special bonded warehouse to special bonded warehouse, Fourth District.....	
Transferred from distillery to special bonded warehouse, Eastern District.....	
Transferred from special bonded warehouse to special bonded warehouse, Eastern District.....	1,041.6
Tax paid.....	7,780.5
Used in Fortification of Wines.....	
Remaining in bond, Feb. 29, 1912.....	265,253.2

## SWEET WINES PRODUCED

#### FIRST DISTRICT—Month of Feb. 1912.

Brandy withdrawn from distillery for fortification.....	Pkgs.	Tax Gals.
Brandy withdrawn from special bonded warehouse for fortification.....	3	109.2
Brandy actually used for fortification.....	3	109.2
Port produced.....		Wine Gals.
Sherry produced.....		736.63
Angelica produced.....		
Muscat produced.....		
Malaga.....		
Tokay.....		
Madeira.....		
Total sweet wine produced in Feb. 1912,.....		736.63

No production of wines in Fourth and Sixth Districts, month of Feb., 1912

# — MARKET — CONDITIONS

**DRY WINES:**—Reports from representative houses in the California wine trade are all of one tone, namely, showing that March business was not only good for the season of the year but a big improvement over the business for the same period of 1911. The shipments were not only well distributed to domestic points but foreign trade made a good showing.

There are two matters of big moment that occupy the minds of those importantly identified with the California wine industry. One is the Webb bill, which proposes to amend the Interstate Commerce law so as to deprive wines and liquors of their status as a commodity, and prevent their shipment from a wet State into or through a dry State. The other is the approaching local option elections in some sixty localities in Northern California. All of which will go to show the attitude of the women toward the liquor traffic and the wine industry as well.

So far as the Webb bill is concerned, there is no one to authoritatively predict its fate. At the least, it is a very menacing measure and loaded with dire possibilities for the liquor traffic. To the astonishment of Californians they found that in sending a "progressive" congressman and United States Senator to Congress they elected men who are avowed enemies of California's greatest industry, that of viticulture. This naturally greatly weakens the cause of the wine men. But the traitors are there, and are so mentally constituted that they cannot see the cussedness of their attitude.

So far as the local option and the women's vote are concerned, nothing has transpired to lead to any certainty as to what the general result will be. It is presumed numerous small communities will try the dry experiment but it is hoped that the good sense of the women as it has been shown in Los Angeles and elsewhere will prevent the Anti-Saloon League from accomplishing any very important results.

Exports of wines for the month ending March 20 by sea were of good volume, the totals being 350 cases and 1,238,197 gallons, valued at \$438,386.

Imports by sea were 1314 cases, 16 barrels, 107 octaves, 3 casks and 9 hogsheads.

**SWEET WINES:**—Conditions remain unchanged. The only wine produced in the State during February was in the First District where the output was 736.63 gallons.

**BRANDY:**—There is no important feature in the brandy market at the present time. The production was of fair volume, considering the season, the total being 72,975.3 gallons, for February. Exports by sea were of ordinary volume, the figure being 21 cases and 1430 gallons, valued at \$4227.

There remained in bond, February 29, 1912, 3,069,289.9 tax gallons.

Imports by sea aggregated 1,548 cases, 5 barrels and 2 casks.

**WHISKY:**—Considering the unfavorable conditions throughout Northern and Central California, because of the fast approaching local option elections, trade during the past month has been, generally, only fair. However, there are some leading special houses who report a good month. The only reason for quietness in this line at this time is the election situation and if that is settled fairly satisfactorily to the wine and liquor men, there will be an immediate revival of business throughout the State. Like the wine men, the liquor dealers

are deeply concerned over the Webb bill, which would be very injurious to their trade, if passed and enforced. Every possible effort is being made by the wine and liquor interests of California to prevent the adoption of the measure. However, it has very strong backing.

Exports were of ordinary volume, the figures being 1083 cases, 4740 gallons by sea, valued at \$16,194. Imports were larger than usual, totals being 5,745 cases, 934 barrels, 120 casks and 2 hogsheads.

Miscellaneous shipments of wines and liquors were 956 cases, 15 barrels, 1 half barrel, 81 quarters and 85 gallons, valued at \$8,404.

Gin imports were heavy, totaling 6,175 cases, 161 barrels, 2 octaves and 30 casks.

**BEER:**—Business is of seasonal quietness. Everybody is waiting to know what is to happen at the approaching elections. Exports were nominal, the figures being 441 packages of the value of \$3,440. Imports foreign were 212 cases, 1 barrel, 245 casks; Porter 125 cases, Ale 125 barrels, Stout 980 barrels.

**IMPORTATIONS:**—Trade with the importers generally has not been as good as that of February, but at the same time it is not to be classed as bad. Like all other branches of business, the importers are waiting for the general expansion of trade which is due to arrive in the early spring. The figures of imports by sea, for the month ending February 20, follow herewith:

Whisky, 5,745 cases, 934 barrels, 120 casks, 2 hogsheads; Wine, 1,314 cases, 16 barrels, 107 octaves, 3 casks, 9 hogsheads; Gin, 6,175 cases, 161 barrels, 2 octaves, 30 casks; Liquors 1,540 cases, 3 kegs, 3 crates; Brandy, 1,548 cases 5 barrels, 2 casks; Sake, 378 cases, 661 casks; Ginger Ale, 125 barrels; Absinthe, 1,719 cases; Gentian, 25 cases; Benedictine, 100 cases; Amer. Picon, 150 cases; Kirsch, 145 cases; Bitters, 1,556 cases, 2 casks; Cordials, 6 cases, 1 barrel; Mineral Water, 866 cases, 20 casks; Fernet, 1,510 cases; Champagne, 568 cases; Vermouth, 11,736 cases, 12 casks; Rum, 3 cases, 3 casks; Lime Juice, 50 cases; Stout, 980 barrels; Ale 125 barrels; Beer, 212 cases, 1 barrel, 245 casks; Porter, 125 cases; Fruit Juice, 5 cases; Grape Juice, 1,800 cases.

A Stockton dispatch states that at a meeting of the directors of the Lodi Co-operative Winery the recent ten-year contract offered growers by the West Company was discussed. From sources that are considered reliable, it is understood that the West Company offered a long-term contract to the independent winery to take over their wine for a term of years at a price that would net the grower about \$10 a ton for the grapes. While it is not known what action the directors took at this meeting it is generally understood that they will entertain such a contract.

During the month the Sacramento County Winemakers' Protective Association issued an appeal calling upon the growers of wine grapes to stand firm against prospective "prohibitive legislation." In consequence, F. F. Whitmore of Elk Grove P. A. Strong and E. R. Core of Bruceville, stockholders of the Elk Grove Winery Association, who had signed the petition in favor of a local option election in the Fifth Supervisorial District of Sacramento county, have united in a request to the Board of Supervisors to be allowed to withdraw their names.

When in need of a medicinal Blackberry, do not fail to call for **LYONS' PERFECTION BLACKBERRY CORDIAL**. Guaranteed absolutely pure.

THE E. G. LYONS & RAAS CO.





A. P. Hotaling & Co., give a very cheering report on March business. They inform us that trade during the month was not only good but one-third better than in March, 1911. Manager Lind informs the REVIEW that his house has abandoned all side agencies of every kind and is devoting its entire energies and resources to the sale of bulk goods. Very flattering success has been the result. Business has improved not only in the country but in the city, but collections are still unsatisfactory.

The general introduction of Finch's Golden Wedding Rye in San Francisco during the past two months, is probably the record in that line of work in this city. During the past sixty days, these goods, bottled in bond, have been introduced in nine hundred places, in addition to those bars that have carried it before. Mr. Harry R. Meinecke, the special representative of Finch's Golden Wedding Rye on this Coast, is the gentleman who accomplished this fine feat in salesmanship, and he promises that within another sixty days, Finch's Golden Wedding Rye will be obtainable at every first class bar in this big city. We wish him success for there is only one Golden Wedding Whisky, and that is great.

Le Roy Schlessinger, secretary of the well-known wine house of Schlessinger & Bender, of this city, departed on a European trip the middle of March. Mr. Schlessinger is off for recreation and pleasure and expects to be absent four months.

Chas. M. Fisher, head of the house of Rusconi, Fisher & Co., left for New York the latter part of March on a business trip. He expects to return the latter part of April.

C. J. Wetmore, of the Wetmore-Bowen Co., reports that March business was very good, even far better than that of the same month of 1911. While trade is quiet in San Francisco, New York business is expanding. The house has just made a big shipment to Manila and filled important orders to other foreign countries. Taken all in all, the business is better than last year, which was a good one, and it is still growing.

California Wine Association enjoyed good business throughout March. It was exceptionally satisfactory considering the time of year. The increase of volume of business over the same period of 1911 was nearly one-third and the improvement was not only local, but in outside territory.

March business with the Italian-Swiss Colony was very good considering the season of the year. It was so good, in fact, that the Colony has no cause whatever for complaint. The distribution of wines is general, so the demand may be regarded as a natural one. General Manager Federspiel is expected home in a few days after an absence of one month in the East.

Chas. Stern & Sons of Los Angeles, New York and Chicago, announce that they have secured the services of Mr. Chas. K. Woolner as their representative throughout the Middle Western States. Mr. Woolner has for several years been a successful wine salesman, as he is well liked and is popular throughout the trade.

Col. J. L. Hackett, of the Green Brier Distilling Company, spent some time in the city during the month and started for his home in Louisville a few days ago. The Green Brier Distilling Company are distillers of the famous "R. B. Hayden" whisky, for which Chas. Meinecke & Co. are the agents. They inform the REVIEW that the demand for Hayden is so heavy that they are unable to fill their orders satisfactorily.

Among the famous Kentucky whiskies is the "I. W. Harper." It is an old style, carefully made whisky which finds favor with all connoisseurs. The better class of dealers generally recognize its qualities and favor their patrons by handling it. The I. W. Harper is distilled by the Bernheim Distilling Company, Louisville, Kentucky.

J. J. Jacobi, of the well-known house of Lachman & Jacobi, returned from a business trip to the east during the month.

The friends of the old time Walter Distilling Company of this city will regret to learn that the institution is reported to be in serious financial difficulties. A voluntary petition in bankruptcy was made a short time ago but we understand was opposed by the principal creditor. The concern is still open for business but what disposition will be made of the business is not yet known.

The California wine men are pleased to hear that Mr. B. R. Kittredge, president of the California Wine Association, was elected vice-president of the American Wine Growers' Association at the annual meeting in New York on February 29th.

General Manager Federspiel, of the Italian-Swiss Colony, who has been in the East during the past month looking over the field, is expected to return to San Francisco the first of April.



FROM THE VINE TO THE TRADE

## California Wineries and Distilleries

TOWNSEND AND FIFTH STREETS, SAN FRANCISCO

GROWERS AND DISTILLERS OF  
**PURE WINES AND BRANDIES**

Special Inducements Will Be Made, on Request, to  
Large Handlers of Wines and Brandies (Any Proof)

OWNING ITS OWN BRANDS  
AND CONTROLLING THE OLD ESTABLISHED  
BRANDS OF  
LAS PALMAS WINERY & DISTILLERY  
LA PALMA WINERY & DISTILLERY  
LODI CO-OPERATIVE WINERY  
ELK GROVE VINEYARD ASSOCIATION

# INTERNAL REVENUE & CUSTOMS RULINGS

(T. D. 32280)

## *Bonded merchandise—Reporting delivery.*

Procedure to be followed by customs officers in reporting the irregular delivery or failure to deliver at the port of destination bonded merchandise forwarded under any of the various forms of transportation entry.

Treasury Department, February 26, 1912.

*To collectors and other officers of the customs:*

1. The following procedure will be followed by customs officers in reporting the irregular delivery or failure to deliver at the port of destination bonded merchandise forwarded under any of the various forms of transportation entry.

2. In the event a shortage of merchandise is found by the customs officers at the port of delivery, the collector or surveyor at such port will promptly report such shortage to the collector of customs at the port of entry, giving the following data, viz:

a. The number and character of the entry covering the shipment.

b. The amount and character of the merchandise short.

c. The value thereof and duty thereon.

d. Whether arriving with the seals intact or broken.

e. The condition of the particular container or containers from which such shortage occurred, as noted by the unlading inspector, and any marks or numbers which will identify such containers from others in the same shipment.

3. If no bad order was noted by the unlading inspector, the report should indicate where, and by whom, the bad order, if any, was first noted, and whether or not it was noted prior to opening the package.

4. Where there is a shortage of one or more packages or a non-delivery of an entire shipment the collector or surveyor at the port of delivery, after the expiration of a reasonable time, but not to exceed 60 days from the date of receipt of the mail copy of the entry, will cause an inquiry to be made to determine whether delivery has been made direct to the consignee, and will report the facts in such regard to the collector of customs at the port of entry, particularly stating the merchandise not delivered, the value thereof, and the duty thereon.

5. Even though the merchandise may have been delivered directly to the consignee, entry thereof may be accepted if it can be recovered intact and without any of the packages having been opened. In such cases, however, any shortage from the invoice quantity will be presumed to have occurred while the merchandise was in the possession of the bonded carrier.

6. If the merchandise can not be recovered intact and without any of the packages having been opened, entry will not be accepted. The merchandise, or so much thereof as can be found, should, however, be examined and appraised in order to ascertain the amount of duties properly chargeable thereon.

7. The reports above provided for should be made in duplicate and only one entry should be the subject of any report.

8. Upon receipt of such report from the collector or surveyor at the port of delivery the collector at the port of entry will retain one copy for the files of his office and will forward the duplicate to the department with his report in the matter, and if the shortage be one from the containers of a shipment he will identify by marks and numbers any of the packages of such shipment which were in bad order prior to delivery to the bonded carrier.

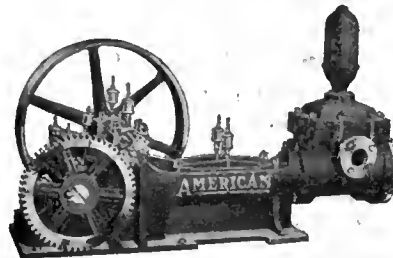
9. Upon a fine being imposed by the department for any shortage or irregular delivery the collector should immediately make a demand for payment thereof. A reasonable length of time, not to exceed three months, should be allowed the carrier in which to make any investigation it may deem proper. If the fine is not paid within three months from the date of demand, the matter should be reported to the United States district attorney for collection by the proper procedure against the carrier's bond and such action reported to the department.

10. Upon payment of a fine imposed upon a bonded carrier on account of shortage, non-delivery, or irregular delivery, a separate report of such payment shall be made in each case on Cat. 4631, provided for that purpose.

JAMES F. CURTIS, *Assistant Secretary.*

Recently an increase in insurance rates on wineries and their contents went into effect in Livermore valley. The injustice of the new rate was pointed out by the *Livermore Herald*, and the matter was reconsidered. The arguments against the rise were considered just, and a new correction slip was issued on February 28th, restoring all the original rates and taking effect from the date of the original circular increasing the rate, consequently no one was compelled to pay the rate. The benefit of a live newspaper to its district is obvious.

## MARSH and AMERICAN POWER AND STEAM DRIVEN PUMPS



Wine Pumps  
Air Compressors  
Tank Pumps

LARGE STOCK CONSTANTLY ON HAND

**SIMONDS MACHINERY CO.**

12 and 14 NATOMA ST., (near First St.) SAN FRANCISCO

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MANUFACTURERS OF  
**HIGH GRADE  
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PACIFIC BONE, COAL &  
FERTILIZING CO.

617-619 Seventh St., San Francisco

Write for our Red Book

MENTION THIS PAPER

### The Late P. C. Rossi's Valuable Lesson

LAST spring, Forrest Cressy, the well-known contributor to the *Saturday Evening Post*, of Philadelphia, visited California and during his stay in San Francisco made the acquaintance of the late P. C. Rossi. He was gathering data for a series of articles on "The Lessons Foreign Immigrants Have Been Able to Teach the American Farmer," and was anxious to learn something about the Italians in California. In this way, he got in touch with Mr. Rossi, and one of the first questions he asked the well-known wine man was: "What was the most important thing that ever happened to you in your evolution from an emigrant boy to the head of the famous Italian-Swiss colony?"

Mr. Rossi promptly replied: "My first experience with the stock market, shortly after I arrived in California, for it cured me once and for all of ever hoping to get rich over night."

Mr. Cressy, in relating the incident in "Agricultural Advertising," quotes Mr. Rossi as follows:

"Because I had a good education and a natural aptitude for chemistry, I had no difficulty in getting a position in a drug store and in filling it in a way that brought me rather rapid advancement. It was not long before I was drawing a fair salary and had a little money to put aside.

"In those days, mining was the big thing in California and everybody, from the bootblack to the banker, kept close tab on the ups and downs of the leading mining stocks. Today the man who cannot talk baseball is considered to be out of touch with his times. It was the same with mining stocks then—the man or boy who couldn't show a little interest in that subject and take some part in a discussion of it was what today would be called a 'dead one.'

"Of course, it didn't take me long to discover this and I soon found myself interested. I listened to every conversation on that subject that took place in the drug store and picked up mining gossip from early morning until late at night. Meanwhile I formed a fast friendship with a young man who appeared to be a marvel of wisdom in the field of mining lore. One day he came to me in great excitement and declared that the time had come for us to make an easy fortune; the shares of one of the great companies had dropped below ninety; and everybody knew that it was great producing property and would soon rebound to its old position. And that would mean a big profit for us.

"This seemed reasonable in the light of the talk that I was constantly overhearing in the store. When I handed over to my partner the few hundred dollars I had saved I saw a vision of myself in possession of a sudden fortune; I could hear the excited comments of my relatives and friends back in Italy when

I broke the news of my great good luck to them and I resolved to warm their hearts by the generous way in which I would hand out benefactions to them. I shall never forget the joy I had in those visions of the Emigrant Boy's Fortune. And hadn't my wise friend assured me that the shares could not possibly go much lower?

"But, day after day, the stock continued to drop. It went down to a point that staggered belief. Then my friend urged that the only way for us to make good was to buy more at the absurd figure which the shares had reached. I scraped up a little more money and we bought. And still the price continued on its downward way until it was only a few points above the zero mark."

In those days and weeks of prolonged suspense young Rossi suffered all the agonies of financial seasickness. At last, when the stock had withered to a few cents a share, there came a call for a small assessment. The partner declared that this was the turning point and that at this sign things were sure to mend. But Rossi had had his lesson. He stubbornly refused to put in a cent more. "Let them sell it out on the assessment," he declared—and stuck to this to the end!

"When I finally said good-bye to my savings," Rossi remarked, "it seemed as if the world had slipped from under my feet. I expect I took my loss to heart much harder than a young American would have taken it. At any rate, for a time I was crushed under the weight of my calamity, and you may be sure I never invested in stocks again."

Notice of appeal was given during March by the defendant in the case of Los Palmas Winery and Distillery against Garrett & Co., from the judgment of February 26th, in favor of the plaintiff for \$5583.55. The bond on appeal amounts to \$11,000.

Now comes Sonoma County with the champion shipment of wine—one hundred cars—all the product of the vineyards in the northern part of that county. It made three trainloads, and was shipped direct to New York. The consignment was booked from Cloverdale, and was one of the largest ever made from California. The Southern Pacific agent, in speaking of it, said that on account of the great diversity of crops there was more shipping of field, orchard and vineyard products from Sonoma than any other county in the State.

Elmer Jackson, an owner of a fertile tract south of Yuba City, is busy striking grapevine cuttings, and has set out 550,000. According to the local press he has orders for every one of the rooted cuttings a year hence, when they will be ready for planting.

# CIOCCA-LOMBARDI WINE CO.

BATTERY AND GREEN STS., SAN FRANCISCO, CAL.

## GEYSER PEAK WINERY, Geyserville, Cal.

# CALIFORNIA WINES AND BRANDIES

FINE MATURED DRY WINES OUR SPECIALTY

Correspondence Invited



## CORK

**W**HAT is more common or more simple than a cork? Yet hundreds of acres and scores of people are employed in the industry which reduces the rough cork, prepares it for market, and finally manufactures it into bottle stoppers, and other forms, which are most commonly used. It would be impossible to estimate the investment, but that it is large is shown from the facts which are brought out whenever investigation is begun.

The word cork comes from the Spanish word *corcha*, and was probably originally from the Latin word *cortex*, meaning bark. Some believe it is connected in some way with the Latin name of oak, *quercus*. Cork is the outer bark of an evergreen oak, *Quescus Suber*. It is really the extraordinarily developed substance which is present in all trees under the name of *Suberin*. The bulk of the product comes from Spain, Portugal, France, Italy, Tunis, Algiers and Morocco. Portugal produces most. The acreage of cork oaks under cultivation run about as follows: Portugal, 1,800,000; Spain, 900,000; Italy, 200,000; France and her African possessions, 1,650,000, of which 1,065,000 are in Algiers and 205,000 are in Tunis.

About 85 per cent of the total product are shipped to France, England and the United States. The rest of the world receives the other 15 per cent. The United States, Germany and Russia have no prohibitive duties. England obtains her supply principally from France, Spain and Portugal. About half of the quantity produced in Portugal goes into the manufacture of bottle stoppers. Spain exports only manufactured wares.

Cork is not new. The ancients used it for all the purposes for which it is now employed, except stoppers. That use has developed since the fifteenth century, when, so far as the records show the first bottle cork was made.

Theophrastus in Book II of the *Historica Plantarum* mentioned the cork tree as a native of the Pyrenees. Whether it spread from there to the other countries where it is now produced so abundantly does not now appear. It could have been a native of all of them, or it could have spread through the movement of the ages to all from its possible original habitat in the mountains mentioned.

The tree grows to be thirty or forty feet high, with a trunk two or three feet in diameter, and not infrequently has reached the age of four hundred years. The outer layer of cork is not ready for stripping until it is ten years old, and then it is so coarse that it is useful for only the roughest variety of work, such as floats, insulating material and similar purposes.

The tree blooms in April and May and the acorns fall from September to January. They taste not unlike a chestnut, only perhaps a little less sweet. Every use, except bottle stoppers to which cork is now put, was mentioned by Pliny, hence modern needs have introduced but one in addition to what the ancients knew. Each tree yields about four shillings per annum.

When stripping is begun the workmen go through the forest and make incisions around the tree, sometimes only two, one just above the ground and the other just under the lower limbs. Again these incisions are made about three feet apart from the ground to the lower limb. Another is made lengthwise of the trunk. The wedge shaped end of the cutting instrument is then inserted under the bark at the longitudinal incision and the bark is stripped off. It looks simple, but caution has to be used that the incisions are not too deep. If they were the tree would be injured, or perhaps spoiled. In other words, the workmen must be dextrous enough not to cut the inner bark. It looks rough to see the outer bark stripped off in this fashion, but as a matter of fact it benefits rather than injures the tree. The second stripping, which comes four or five years after the first is useful

for the finer purposes, and this holds true of all the subsequent years of the life of the tree. Once in about five years it can be stripped profitably and the quality of the bark improves with each stripping.

The bark when it comes from the tree is in heavy slabs which are as long as the circumference of the tree and as wide as the distance between the incisions. These are placed in boiling water for an hour. This increases the bulk at least one-fourth and dissolves the tannin. They are then scorched over a hot fire which closes the pores and makes the cork more solid. When shipped in the rough these slabs are loaded on cars or on shipboard much as lumber is in this country.

Formerly all corks were made by hand. It required a very sharp knife to cut the cork, and it was necessary to whet it between every two strokes, so badly did the cork turn the edge. In the United States corks are made by machinery. The knives revolve very rapidly. Some punch the cork through the sheet, while the larger ones are cut from the edge of the sheet. It requires much care to keep these knives in proper condition for cutting smoothly, but it is done by means of special apparatus for sharpening. With one of the latest model machines a fast workman can make six gross of corks an hour. Some will do even better, though this is unusual.

After the corks are made they are washed in oxalic salt, dried, and in Spain are packed in bales of 30,000 each. These bales are really large sacks made purposely for such use.

The cork forest is somber and dark, the heavy, ovate leaves overshadowing the ground, which is kept hard as a floor and entirely free from small trees or underbrush of any sort. The trees from which the harvest is taken are wide apart and the vista through the trunks is impressive. When the outer bark is first stripped from the trunk it is yellow, after which it gradually fades into red and that into the richest purple. When it turns black the operator knows that the time has arrived when it can again be despoiled of its outer covering.

The greatest care must be exercised in removing the bark, since its incision in the inner bark would result in a seam that would spoil the sheet for stoppering when it was taken off.

In its native home it would be difficult for the people to do without it. Workers in the fields carry their noonday lunches in buckets made of cork and covered with a sheet of cork which fits so tightly that it is hermetically sealed. If the food is placed there hot it will remain hot until the men are ready to eat.

Cork is built into chairs. It covers the floors. Fowls drink from cork troughs and drinking cups and ladles are made of it. Doves coo in cork cotes. Bees store their honey in cork hives. If dogs do not sleep in cork kennels it is because the peasants of the cork country seldom own a dog, and the few dogs more seldom still have a kennel. In the cork country cork is universal, and the peasants would be at a loss to live without its beneficent usefulness.

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### Production of Wine in France

THE table following shows the production of wine in 1911 in fifty-one of the eighty-six French Departments, as well as the corresponding figures for 1910. A preliminary estimate of the 1911 crop was published in Daily Consular and Trade Reports for October 2, 1911. (The hectoliter is equal to 26.417 gallons.)

Departments	1911 Hectoliters	1910 Hectoliters
Ain	433,675	94,523
Aisne	17,117	1,518
Alpes (Basses)	58,732	37,690
Alpes (Hautes)	32,239	20,448
Alpes (Maritimes)	75,635	78,044
Ardennes	244	14
Ariege	84,921	41,195
Aube	51,974	3,073
Aude	5,135,130	2,036,652
Bouches du Rhone	904,357	684,340
Cantal	1,784	748
Charents	525,139	181,209
Cher	62,842	7,555
Correze	44,004	16,326
Cote-d'Or	145,591	4,264
Eure-et-Loire	3,996	1,678
Gard	3,027,977	2,861,460
Garon (Haute)	576,985	161,339
Gers	737,513	417,232
Gironde	3,202,020	1,605,630
Herault	10,685,152	10,950,368
Indre	168,757	54,871
Jura	126,471	17,300
Loire (Haute)	25,038	2,096
Loire-Inferieure	912,015	366,351
Loiret	246,826	150,733
Lot	186,988	59,030
Lot-et-Garonne	615,765	461,495
Marne	138,667	9,836
Marne (Haute)	11,234	390
Mayenne	2,724	807
Meurthe-et-Moselle	203,890	21,883
Meuse	59,396	981
Morbihan	29,643	9,181
Nievre	61,689	1,911
Pay-de-Dome	171,791	7,523
Pyrenes (Orientales)	2,974,222	2,584,055
Rhone	952,573	141,035
Saone-et-Loire	806,599	117,431
Selne	1,317	172
Selne-et-Marne	7,726	922
Selne-et-Oise	25,347	1,098
Sevres (Deux)	145,894	52,611
Tarn-et-Garonne	333,059	141,236
Var	1,145,860	1,302,956
Vaucluse	723,779	454,275
Vendee	481,469	159,689
Vienne	381,832	109,994
Total hectoliters	36,747,356	25,435,154
Total gallons	970,754,903	671,920,463

The wine produced in the Departments of Marne and Aisne, nearly all champagne wine, promises to be of excellent quality. While the quantity of champagne produced in 1911 greatly exceeds that of 1910, it is much below what is called a normal crop.—From Consul W. Bardel, Rheims.

### Abraham Lincoln on Moral Suasion

THE great name of Abraham Lincoln is often invoked by our prohibition friends as that of one of the figureheads of the temperance movement. It is true that Lincoln was a temperate man, and that, although at one time a seller of liquor, he later on became a member of a temperance society. But his temperance was of a different brand from that which dominates the "abstainers" of the present day. They would dragoon the unwilling; he would persuade. They would denounce, with minatory abuse, the

temperate user of alcohol, as equally guilty with the drunkard; he rebuked such a mode of propaganda. In his speech before the Washington Temperance Society, Springfield, Illinois, on Feb. 2, 1842, he made use of the following language:

"When the conduct of men is designed to be influenced, persuasion—kind, unassuming persuasion—should ever be adopted. It is old and true maxim "that a drop of honey catches more flies than a gallon of gall." So with men. If you would win a man to your cause, first convince him that you are his sincere friend. Therein is a drop of honey that catches his heart, which, say what you will, is the great high-road to his reason, and which, when once gained, you will find but little difficulty in convincing his judgment of the justice of your cause, if indeed that cause really be a just one. On the contrary, assume to dictate to his judgment, or to mark him as one to be shunned or despised, and he will retreat within himself, close all the avenues to his head and his heart, and though your cause be naked truth itself, transformed to the heaviest lance, harder than steel, and sharper than steel can be made, and though you throw it with more than herculean force and precision, you shall be no more able to pierce him than to penetrate the hard shell of a tortoise with a rye straw. Such is man, and so must be understood by those who would lead him, even to his own best interests."

We have in these words a broad toleration, a respect for opinions, tastes and feelings of others, which we rarely find in utterances of Lincoln's successors.—*Good Fellow.*

The Kirby Winery is receiving a new coat of paint and other repairs. It is also understood that the fermenting capacity of the winery will probably be considerably enlarged in time for next season's work.



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## The Principles of Wine-Making

4. *Use of Sulfurous Acid.* The proper use of sulfurous acid in the regulation of fermentation is one of the most important and necessary but least understood parts of the wine-maker's art. Only by this proper use in most cases can wholesome wine of the highest quality be produced. Improper use will injure or completely spoil the wine. Its beneficial effects are due primarily to its action on micro-organisms, on enzymes and on the color of the wine.

In the small quantities properly used in wine-making, it is antiseptic in a degree varying with the amount. All micro-organisms are susceptible to its action in varying degrees. Bacteria are particularly sensitive, molds and pseudo-yeasts less so, while wine yeast is the most resistant of the ordinary forms found in must and wine.

The result of the use of the proper amount in crushed grapes and must before fermentation is the almost complete suppression of bacterial action, the discouragement of molds and pseudo-yeasts and the promotion of the growth of wine yeasts which is given a clear field unhindered by the deleterious excretions of its competitors.

Its action as regards enzymes is hardly less important. It would be impossible to make the finest wines of Santernes and the Rheingau without its use on account of the oxydase produced by the *Botrytis cinerea* which is abundant and necessary on the best grapes of these regions. In other regions where this mold and others occasionally occur, its use is also necessary. In hot climates, it is especially useful, not only because bacterial action is more intense in such regions, but because of its action in preserving the natural fixed acids of the grapes, which are, there, nearly always deficient. This preservation, according to Wortmann, is due to the suppression of acid-consuming bacteria, but experiments of Astruc tend to show that the prevention of the action of unknown acid-destroying enzymes is in part the cause.

Its action on the color of wines is also of importance. By the action of oxygen, the color of red wine is gradually made yellowish and finally rendered insoluble and precipitated. This action is to a great extent prevented or much retarded by the use of minute quantities of sulfurous acid. Wines made without sulfuring and kept in casks in the ordinary way will lose from one-third to two-thirds of their color during the first six months. This loss of color continues until finally such wines as port, after keeping for many years, may be completely deprived of all their red color and become yellowish or brown.

If we sulfur a red wine as soon as it is taken from the fermenting vat, the first effect is to diminish its color, more or less according to the amount of sulfur used. This loss, however, is not all permanent, for after the first racking some of it returns, so that after one month, the color may be actually deeper than immediately after the first sulfuring. The color remaining, moreover, is more stable and a sulfured wine after six months may have fifty per cent more color than if it had not been sulfured. The color, moreover, will be of a better tint. If the sulfuring is done before fermentation, the beneficial effect is even more striking. In this case, the color is not only rendered more stable, but the sulfurous acid seems to cause a more thorough extraction of the color so that the wine from a sulfited vat is actually darker at drawing off than that from one where no sulfite has been used.

The beneficial effects of sulfurous acid on the color of white wine is equally striking. The greenish golden color of white

wine gradually changes to yellow or brown with age and oxidation. This undesirable change is much diminished by a proper use of minute quantities of sulfurous acid.

The most commonly used source of sulfurous acid is the fume of burning sulfur. Sulfur is burned in a cask and the must is caused to take up the fumes by being pumped into the cask through the upper bung hole. It is almost impracticable to apply sulfurous acid from this source to crushed grapes for red wine.

The method is defective in many ways. It is impossible to tell within very wide limits how much sulfurous acid has been absorbed by the wine. Moreover, the sulfur burns incompletely and the volatilized sulfur acted upon by the yeast may produce sulfureted hydrogen. Other sulfur compounds are also produced during the burning, to some of which the so-called sulfur taste of wine is said to be due. Several devices have been invented to decrease these defects, but none remove them completely, and progressive wine-makers are adopting more reliable sources.

An improvement is the use of potassium meta-bisulfite,  $K_2S_2O_5$ , a salt which can be obtained in the requisite purity in commerce and which contains about fifty per cent by weight of  $SO_2$ . The amount of potash added to this salt in the dose used, is very small and far within the limits of variation between different wines. By the use of this salt, exact amounts of sulfurous acid can be applied both to white and red wines. Other sulfites are not permissible.

The best source of the acid, recently brought into limited use is the liquified gas. This can be manufactured comparatively cheaply in great purity. By its use, all the benefits of sulfurous acid are obtained and the defects eliminated.

The amount of potassium meta-bisulfite to use will depend on the temperature and on the condition and nature of the grapes. In cold weather and with cold grapes very little should be used or it may be difficult to start fermentation. With very acid grapes, less is needed, as they are less liable to bacterial fermentation and the preservation of the fixed acids due to the sulfite may be a disadvantage. In making sweet wines, little or no sulfite should be used as most of them are benefited by thorough oxidation. In hot weather and with grapes of low acidity, more should be used, especially if they are in bad condition, moldy or broken.

The amounts which have been found to give the best results are from 3 to 5 ounces per ton in cold weather, from 6 to 10 ounces in average conditions and from 10 to 12 ounces in hot weather, or for moldy grapes. With liquid sulfurous acid these quantities are sufficient. The sulfite should be thoroughly distributed throughout the vat, if necessary, by pumping over until the outflowing must shows signs by its brownish color that it has all been acted on.

The addition of the starter should be made within two or three hours after the sulfiting and the yeast distributed evenly throughout the vat in the same way.

5. *Increase of Acidity.* Some grapes, owing to their composition, especially their high acidity, are very resistant to the attacks of injurious bacteria. Others, owing to their low acidity or highly nitrogenous nature, are very susceptible. The addition of tartaric or citric acid to the latter has a deterrent effect on some of the most dangerous forms. It is seldom necessary, however, to modify the composition for this purpose. The other means of control are used. The addition of acid or its decrease by dilution should be solely for the direct improvement of the taste.

In the hotter parts of California, many varieties of grapes are deficient in natural acidity when they are sufficiently ripe for wine-making. This defect may be remedied in various ways. The best is by blending them with acid grapes of other varieties or other localities before fermentation, whereby the wine

both is improved. The blending of wines too high with wines too low in acidity, after fermentation, is also good practice.

Where acid grapes are unobtainable, a small proportion of perfectly ripe second crop bunches may be used with advantage. If only a small proportion is used, the wine does not show the harshness of wines made altogether from imperfectly ripe grapes.

The use of "plaster" or gypsum on the crushed grapes was formerly very common for this purpose but is not advisable. The resulting wine is harsh and may show more sulfate than allowed by certain pure food laws. Phosphoric acid in various forms has been used for the same purpose and is less objectionable. Its main object, however, the promoting of a clean fermentation, is more effectually accomplished by sulfurous acid.

Where it is considered desirable to increase the acidity of a wine after making, it may be done by adding tartaric or citric acid. The former is apt to produce a harsh acidity and some of that added is thrown down as cream of tartar. Pure citric acid is preferable, giving a cleaner and more agreeable acidity and all remaining in the wine. The amount to add is determined by taste, but in any case, should not exceed one and one-half pounds per 100 gallons of wine.

In some cases an addition of tannin to the grapes or must before fermentation is advisable. In making white wine it may be employed in addition to or instead of sulfurous acid for the preliminary defecation of the must. It coagulates the albuminoids and promotes clearing. It is especially useful in the cooler regions, and with varieties of which the must is rich in coagulable albuminoids, which make the clearing of the wine difficult. From one-half to two-thirds of an ounce may be used in one hundred gallons of must for white wine.

It may be used in a similar way in the manufacture of red wine, and has a favorable effect on the color, which it intensifies and renders more stable. It is especially useful for grapes which have been badly attacked with molds. From eight to ten ounces may be used to a ton of crushed grapes or nearly twice this amount in the case of moldy grapes.

Only clean tasting tannin extracted by water and alcohol should be used. Ether-extracted tannins are very pure and white, but give a persistent taste of ether to the wine. New oak barrels and casks, even after thorough cleaning and steaming, yield notable amounts of tannin to the wine which is often benefited thereby.

The tannin is obtained in the form of a light powder which may be sprinkled on the crushed grapes or preferably dissolved first in a little warm water or wine.

**6. Modification of Sugar Contents.** If there is too much sugar in the grapes the yeast can not eliminate it all and the wine will remain sweet. In practice, any must which shows more than 25 degrees Bal. is very liable to remain sweet. Too much sugar can often be reduced, like too little acid, by blending with under-ripe grapes and both defects remedied at the same time. Where this is impracticable the only way of making dry wine from over-sweet grapes is to reduce the sugar by the addition of water. This reduction should seldom exceed 2 per cent, that is to say, the maximum amount of water that may be added is about fifteen gallons to the ton of grapes. Where this amount is not sufficient to reduce the sugar to a point where it can be all eliminated by the yeast, the grapes should be used for sweet wine.

When the sugar is too abundant, most of the other useful components of the grapes are also in excess, so that moderate dilution in such cases results in a wine of normal composition. The acidity, however, is an exception. High sugar is nearly always accompanied by low acidity. Dilution with water must, therefore, nearly always be accompanied by addition of acid.

The water should be added before fermentation, and the acid after, where sulfites are used.

Increasing the sweetness of the grapes by the addition of pure sugar is allowed and practiced in some countries but is practically never necessary in California. In France, the law allows a maximum addition of about 3 per cent by weight of sugar. In the United States, when sugar is added, the wine must be sold as "modified, ameliorated, or corrected wine." The addition of both sugar and water constitute "stretching," and is practiced only in the manufacture of inferior, imitation wines.

**7. Temperature of Fermentation.** The quality and character of the wine depend greatly on the temperature of the fermentation. If too low, it may be unduly prolonged, the wine-yeast may have difficulty in overcoming its competitors and the wines may remain inferior and cloudy. With red wine, the desired color, tannin and body may not be extracted. On the other hand, if the temperature is too high the results are worse. The growth of bacteria is promoted, injuring the wine by the volatile acid and displeasing flavors produced and preventing the proper action of the yeast. Such wines may remain sweet on account of the failure of the yeast to do its work and become unpleasantly sour owing to the volatile acids produced by the bacteria.

Some means of controlling the temperature is therefore always needed. Where heat is deficient, it may be supplied by direct heating of the must or part of it, or by heating the cellar. Where heat is excessive, it may be diminished by crushing only cold grapes, using small fermenting vats and open wineries to promote radiation, and finally, by the use of cooling machines applied directly to the fermenting wine.

The best temperature for fermentation depends on the kind of wine. For light white wines, the maximum should not exceed 75 degrees or 80 degrees F.; for heavier wines, 85 degrees or 90 degrees F., while for heavy red wines, where high extract and tannin are required, it may be allowed to reach 95 degrees F. Sound wines can be made at all these temperatures.

**8. Aeration During Fermentation.** As already explained, the ordinary processes of treatment of grapes result in sufficient aeration for the multiplication of the yeast. With grapes containing little sugar, this may suffice to complete fermentation. With sweeter grapes, the fermentation usually slackens when the alcohol reaches 11 or 12 per cent by volume or sooner, unless some supplementary aeration is given. With white wine, this is seldom done, with the result that the time of fermentation is prolonged. With red wine, the necessary stirring of the pomace to promote color extraction or the pumping over of the must in cooling process usually gives a large amount of aeration which is sometimes excessive. Too much aeration results in too rapid fermentation and consequent difficulty in controlling the temperature. It may also have a deleterious effect on the color, especially if SO<sub>2</sub> has not been used.

In any case, the main part of the fermentation should be over in from three to five days in the case of red and in from seven to fourteen days in the case of white wine. With heavy musts, however, there will still remain from .5 to 1 or 2 per cent of sugar. With certain special wines such as Santernes it is desirable to retain the slight sweetness due to this small amount of unfermented sugar. This is accomplished by the judicious use of sulfurous acid, prompt clarification by filtration or fining and when necessary by pasteurization. The pasteurization tends to remove those albumoids which are coagulated by heat and which are preferred food of bacteria.

L. R. Rogers, president of the California Wineries and Distilleries, this city, has been in the East during the month looking after his extensive business interests. He is expected to return shortly.



## | Stand From Under 1912's |

**T**O the Trade: Overproduction wrecked the trade in '81-'82. Overproduction wrecked the trade in '86-'87.

Overproduction wrecked the trade in the culminating crop of '93.

Overproduction is now rushing to another climax in the stupendous crops of 1911 and 1912.

The record-breaking crop of 1911 is itself being exceeded by the current crop of 1912.

Official figures, just completed to January inclusive, already show over seven and a half million gallons excess in the grand total for the United States for the first seven months (a Nation wide deluge.)

Kentucky forges 2,732,741 gallons ahead of its abnormal 1911 production, while its withdrawals fell behind in every single one of the seven months.

Pennsylvania increased its production, while its withdrawals stood at equation.

Maryland increased its production, and not its withdrawals.

Three times this writer has seen the trade go down in the quicksand of overproduction, as recorded above.

Each time he instantly put forth an appeal to stop the overproduction in the making.

What distiller, or dealer, today—then in the whiskey business—but recalls the monthly circulars of warning with which he deluged the trade in his efforts to reduce those fatal crops before the calamity became inevitable?

Who among them but recalls the headlong obstinacy with which the overproducing distillers crying, "Alarmists" to all who cautioned, consummated each of the three overproductions and swept the trade to disaster?

This writer did not then, and does not now, arrogate to himself, nor to others with whom he held, and holds, a common view, one jot of prescience.

He marveled then, he marvels now, that the overproducing distiller could not, and cannot, or would not, and will not see.

Statistics themselves, available as in no other business, plainly pointed out the ruin ahead.

But they could not deter the overproducing distiller to whom the economic problem of supply and demand seems only visible to the backward glance from the very middle of an accomplished catastrophe.

Who is there among the readers of this circular in the whiskey business at the time of the overproduction of '81-'82 but remembers how the shadow of night spread over the trade in '83, '84 and '85?

Who among you, that suffered from the overproduction of '86-'87, but remembers how overproducing Kentucky distillers, purblind and hell bent, dragged the trade to disaster, condemning every warning as "Arrogance" until forced by their own folly to practically suspend operations in 1888?

Who among you that suffered from the calamitous overproduction of 1893, but recalls the five dark years of depression and despair that followed it?

And now in the face of these re-curent calamities from which the trade has three times had to slowly and laboriously grow up anew, we find this "Old-man-of-the-sea," Overproduction, about to be taken once more upon the back of the whisky industry.

Again we take up the task of urging the trade to protect itself and stand from under 1912's.

### 1911'S THE LARGEST CROP ON RECORD.

We repeat that 1911 witnessed the largest production of distilled spirits from grain in the history of the Internal Revenue Bureau—175,402,395 gallons—every drop now eligible for the "whisky" markets.

Illinois alone, produced.....	40,467,741 gallons
Indiana .....	28,535,323 gallons

Pennsylvania the second largest crop in its history, and Kentucky its largest whisky crop on record, 46,040,890 gallons.

This total grain distillate crop of 1911, coming on top of the 1910 crop of 156,237,526 gallons of grain distillates, left in bond at the close of the fiscal year 1911, 249,279,346 gallons of distilled spirits, "which," says the Commissioner of Internal Revenue in his 1911 report, "makes the largest amount in bond in the history of the industry."

1912 PRODUCTION RUNNING IN EXCESS OF RECORD BREAKING 1911.

Although, as was invariably the case during overproduction in the past, the general cry has been that 1912 production would be much less than the tremendous 1911 output.

Each month from July to January continues to show that 1912 production has *not been curtailed*, but that a larger crop than the largest is now being superimposed, and that distilled spirits for 1912 are, as stated above, 7,628,803 gallons in excess of the biggest crop in history.

This corporation is now foreshortening its 1912 season's run of Old Taylor whisky by shutting down on April 9th with overflow orders for many times the capacity of the distillery for the balance of April and all of May, (We never run in June) and with its older inspections unqualifiedly insufficient to supply the positively certain Old Taylor demands, despite the impending disaster.

Taking this sacrifice to the exigencies before the trade, we feel we are placed in a position of entitlement to speak out thus earnestly for the general welfare.

The Old Taylor at contract price of 55c per gallon is, at four years of age, in general demand at \$1.30.

Its production within the limitation of demand insures its stability and exempts it from vicissitude that attaches to overproduction.

We have a letter from probably the leading whisky house in the country, under date of March 9th, which house holds some eight or ten thousand barrels of Old Taylor of the different inspections, and is familiar with our precise situation, closing with this paragraph:

"While we have every reason to believe that Kentucky Distillers, as a class, will have a very hard road to travel the next two or three years, you, with the conservative policy that you are following, will always be on easy street, no matter what happens to the others."

The substance of this quotation has been repeated to us by three others of our leading patrons and two of the leading banks of the entire country, all familiar with our situation.

We modestly feel these quotations above are no more than our due.

We feel that our conservatism has enabled us to so buttress ourselves as to insure a positive immunity from participation in and misfortune that may attach to the overproduction of which we treat, and that the holders of Old Taylor will share with us the same immunity.

The strength of our situation justifies the belief.

Secure ourselves, we unselfishly urge that some common action for the common good should be had to correct this wild overproduction.

Yours truly,

E. H. TAYLOR, JR. & SONS.

P. S.—Let it be borne in mind that the 249,279,346 gallons of grain distillates in bond in the United States, at the close of the fiscal year 1911, and which the Commissioner of Internal Revenue states is the "largest amount in bond in the history of the industry," is, every barrel of it, now eligible to being branded and sold as "whisky" in the open markets, whether whisky or not, and has to be reckoned with as such.

Frankfort, Ky., March 14, 1912.



## The Rare Vintages of France

THIS year's produce of the famous sixty-one classified growths of claret, from Chateau Margaux and Haut Brion to Leoville and Pontet Canet, has already been sold first hand at some 50 per cent above the average price of the last decade, and such has been the demand from many countries for these 911 clarets that they were all sold, as well as many of the Bourgeois growths, before the grapes were entirely gathered. Such a proceeding has never occurred before on the Bordeaux market, and it is a curious spectacle to see, with few exceptions, all the clarets that were produced in 1910 on these well-known estates still in the hands of the growers, for which probably less than one-half the price that is now being paid for the 1909s would willingly be accepted. The clarets of the 1909 vintage are still in cask and should be bottled in the spring of 1912. They promise to take a high rank among vintage clarets, and, having been sold at comparatively moderate prices at the time of the vintage, they have changed hands among the merchants of Bordeaux at enhanced rates. To give an idea of the production of clarets of 1911 as compared with that of the last fine vintage, namely, 1909, which was not a large one, we may mention that Chateau Margaux has produced 260 hogsheads in 1911, as compared with 328 hogsheads in 1909; Lafite, 220 hogsheads against 400; Leoville Lascases, 480 against 700; Langoa, 240 against 352; Chateau Loudenne, 720 hogsheads against 700 in 1909. To show the prolificacy of the vine, it may be mentioned that at Chateau Loudenne, with 125 acres of vineland, the weight of the grapes gathered this year amounted to upward of 270 tons, or equal to more than 600,000 pounds.

There is every probability of the 1911 sauterne wines being the finest since the famous vintage of 1893, the extreme heat of three rainless months having produced to perfection that consciousness of the grape for which the white-wine district is famous. Not only Chateau d'Yquem, but also all the minor growths and the thousand of Bourgeois, Artisan and Peasant growths, have produced sauterne of a richness that occurs only a few times in a century.

In the Cote d'Or, where the quantity does not amount to a third of an average crop, the prices paid for the wines are enormous. There has probably not been such a perfect vintage as regards quality for more than twenty years, and many anticipate it may reach the great year of 1865. The white wines


of Chablis, although extremely limited in quantity, will also be very fine in quality.

The champagne vintage this year is, both in the white and red grape districts, of exceptionally fine quality; but the quantity will, unfortunately, be small. The prices being paid are the highest for many years. With 1910 a complete blank and 1909 and 1908 indifferent, there is, with the exception of a limited quantity of 1907s, only the vintage of 1906 to be shipped, which is already sold to the merchants in England and other parts of the world.—*London Times*.

The Martinez Board of Trustees have decided to place the limit upon saloons in this town at twenty. There are three over that number here at the present time. The board also raised the license upon peddlers and traveling merchants by ordinance.


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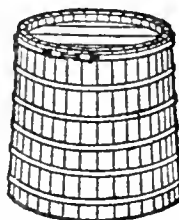
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California Wine Association.....  
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California Wineries and Distilleries .....  
Townsend and Fifth Sts., San Francisco, Cal.

Theo. Gier Co...575 Eighteenth St., Oakland, Cal.

Wetmore-Bowen .....  
.....42-44 Davis St., San Francisco, Cal.

Italian Vineyard Co.....  
.....1234 Palmetto St., Los Angeles, Cal.

Napa & Sonoma Wine Co.....  
.....110 10th St., San Francisco, Cal.

Sierra Madre Vintage Co.....La Manda, Cal.

Barton Vineyard Co., Ltd.....Fresno, Cal.

A. Finke's Widow .....  
.....809 Montgomery St., San Francisco, Cal.

E. H. Lancel Co.....  
.....549 Washington St., San Francisco, Cal.

Alta Vista Wines Co.....  
.....112-114 Tenth St., San Francisco, Cal.

Paul Masson Champagne Co..... San Jose, Cal.

Lachman & Jacobi .....  
.....706 Sansome St., San Francisco, Cal.

French American Wine Co.....  
.....1821-41 Harrison St., San Francisco, Cal.

Italian-Swiss Colony.....  
.....1235-67 Battery St., San Francisco, Cal.

Sacramento Valley Winery.....Sacramento, Cal.

Ciocca-Lombardi Wine Co....San Francisco, Cal.

## BREWERS AND BREWERS' AGENTS.

John Wieland Brewery.....  
.....204 Second St., San Francisco, Cal.

Buffalo Brewing Co.....Sacramento, Cal.

Fred Krug Brewing Co.....Omaha, Nebraska

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

National Brewing Company .....  
.....762 Fulton St., San Francisco, Cal.

Thos. W. Collins & Co.....  
.....34-36 Davis St., San Francisco, Cal.

Albion Ale & Porter Brewery.....  
.....494 O'Farrell St., San Francisco, Cal.

Frank Fehr Brewing Co.; Louisville, Ky  
Jas. De Fremery & Co., Agents,  
.....519 Mission St., San Francisco, Cal.

Enterprise Brewing Co.....San Francisco, Cal.

Seattle Brewing & Malting Co.; Seattle, Wash.  
John Rapp & Son, Agents.  
..8th and Townsend Sts., San Francisco, Cal.

Sacramento Brewing Co.; Sacramento, Cal....

G. B. Robbins, Manager,  
..14th and Harrison Sts., San Francisco, Cal.

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Siebe Bros. & Plagermann.....  
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Jas. Gibb.....1844 Geary St., San Francisco, Cal.

Thos. W. Collins & Co.....  
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Sherwood & Sherwood .....  
.....41-47 Beale St., San Francisco, Cal.

The Julius Levin Company .....  
.....987 Howard St., San Francisco, Cal.

Jesse Moore Hunt Co., .....  
Second and Howard Sts., San Francisco, Cal.

Cartan, McCarthy & Co.....  
..Battery and Com'l Sts., San Francisco, Cal.

William Wolff & Co.....  
.....52-58 Beale St., San Francisco, Cal.

Wichman, Lutgen & Co.....  
.....431-435 Clay St., San Francisco, Cal.

L. Taussig & Co.....  
.....200 Mission St., San Francisco, Cal.

George Delaporte .....  
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Alex. D. Shaw & Co.....  
.....214 Front St., San Francisco, Cal.

Chas. Meniecke & Co.....  
.....314 Sacramento St., San Francisco, Cal.

W. A. Taylor & Co.....29 Broadway, N. Y.

Thos. W. Collins & Co.....  
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Sherwood & Sherwood .....  
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Oscar Krenz, Copper and Brass Works.....  
.....212-214 Fremont St., San Francisco, Cal.

Pacific Copper Works .....  
573 Mission St., San Francisco, Cal.

Sanders & Co's. Copper Works.....  
..Beale and Howard Sts., San Francisco, Cal.

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Wm. Lanahan & Son.....Baltimore, Maryland

Hiram Walker & Sons.....Walkerville, Canada

E. H. Taylor Jr. & Sons.....Louisville, Ky.

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Bernheim Distilling Co.....Louisville, Ky.

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.....312 Clay St., San Francisco, Cal.

Bachman & Co.....  
Commercial & Front Sts., San Francisco, Cal.

## RETAILERS AND CAFES.

The Yellowstone .....  
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Wos. J. Walsh & Co.....  
.....346 Pine St., San Francisco, Cal.

W. P. Dunne...1 Stockton St., San Francisco, Cal.

Cronicle Bar....6 Kearny St., San Francisco, Cal.

The Waldorf...648 Market St., San Francisco, Cal.

"Jellison's".....10 Third St., San Francisco, Cal.

Lake County House.....Middletown, Cal.

Matt Grimm's .....  
.....130 Liedesdorf St., San Francisco, Cal.

Bank Exchange .....  
Mont'y and Wash'ton Sts., San Francisco, Cal.

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Market Cafe...540 Merchant St., San Francisco, Cal.

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The Cutter ....709 Market St., San Francisco, Cal.

The Hoffman Cafe Co.....  
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Ferry Creamery...34 Market St., San Francisco, Cal.

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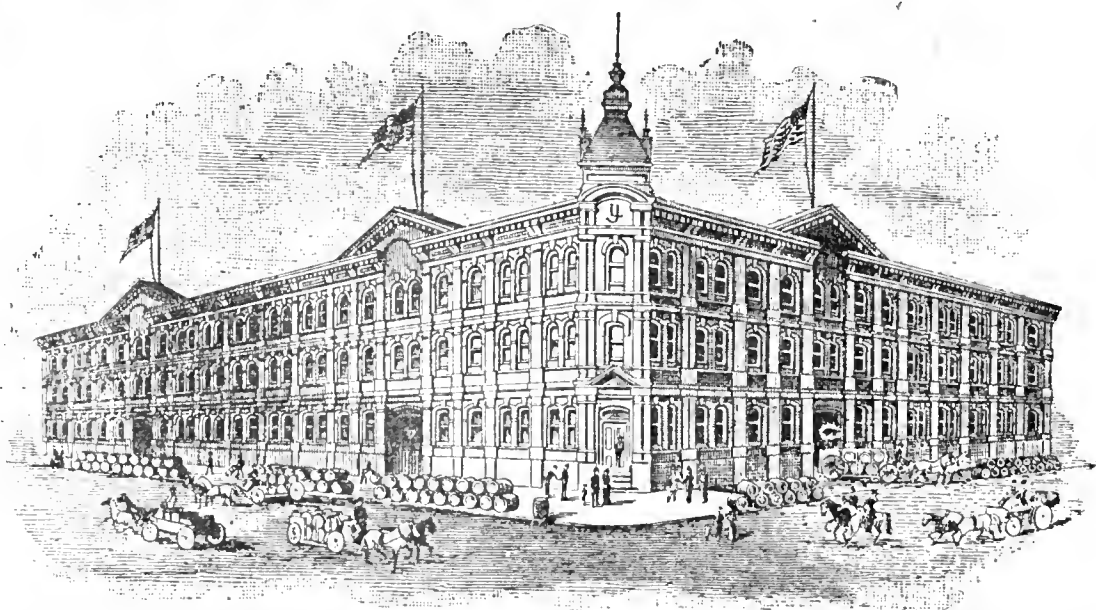
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A WHOLESALER'S AND RETAILER'S MEDIUM

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ESTABLISHED 1878

Vol. XLIV.

SAN FRANCISCO AND LOS ANGELES, APRIL 30, 1912

No. 6



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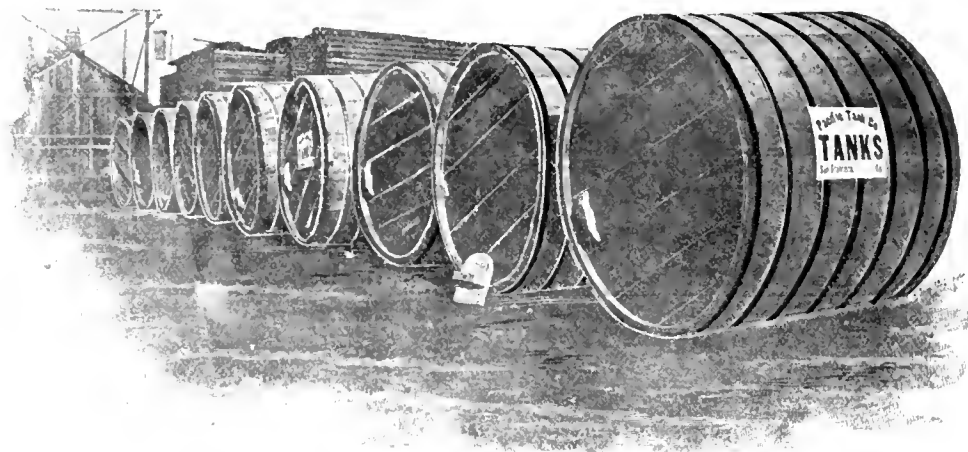


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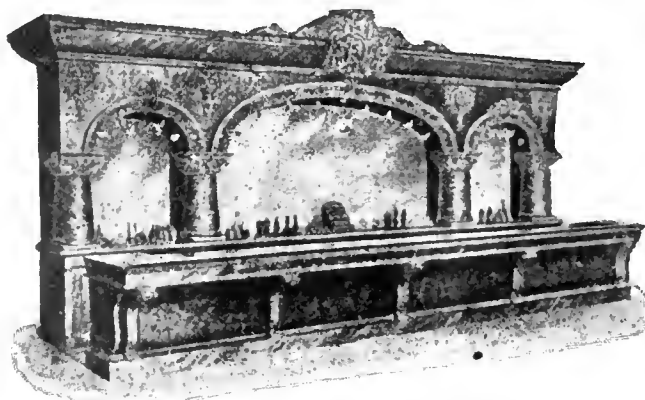
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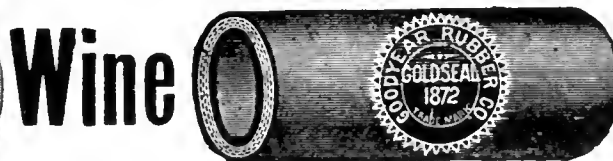
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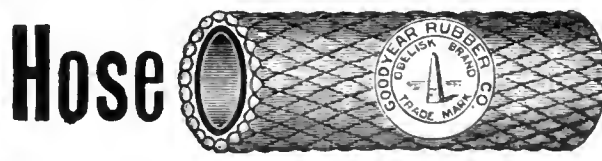
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Issued Monthly

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E. F. WOOD, - - - - SECRETARY

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The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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**Everybody Take Notice**

AFTER procrastinating for more than a year, the publisher of the REVIEW finds it necessary to announce an increase in the subscription price of this publication. Since the earthquake the cost of producing a journal of this kind has steadily increased, not only in the cost of material, but of labor. In the case of the latter the additional expense is one-third, and the increased price of the paper is also great. So that we find that the cost of publication is fully one-third greater than in 1906. The publisher has borne this burden during the past six years, but does not feel that he is justified in doing so any longer. Therefore, our subscribers are notified that beginning with July 1, 1912, the subscription price of the PACIFIC WINE AND SPIRIT REVIEW will be \$3.00 per year. Terms payable in advance and money well invested.

**Warning to the Public**

THE public is hereby notified that one C. F. Harrington is no longer connected with the Pacific Wine and Spirit Review. He has no authority to transact business for or represent this publication in any manner.

R. M. WOOD, Publisher.

San Francisco, Cal., April 24, 1912.

**Rhine Wine to Beat Champagne in Price**

NEW YORK, April 8.—All along Broadway it became known today that the price of Rhine wine is booked for an advance which may continue until it costs more than champagne.

The vintage of 1911 is pronounced the best within the memory of any living person. It is compared with the famous vintage of 1811, the "comet year," and many experts say it is superior even to that. Prices already realized at the Berlin auctions make it likely that the Rhine wine of 1911 will bring \$15 a bottle on the tables of New York restaurants.

The first sale reported from Berlin was at \$5000 a butt. As a butt consists of about 800 bottles, the price figures out at \$6.25 a bottle, and there is little of the wine to be had at any price.

**Is This Good for Thought?**

M. R. MITCHELL, City Trustee of Woodland, in answer to an inquiry from a friend in Hollister, where an election is to be held on "wet" or "dry" next Monday, writes him as follows:

The letter was published in the Bee last Friday and is reproduced here for the benefit of taxpayers and others in Contra Costa County.

There is enough food for thought in it to keep a man from getting hungry for a little while:

WOODLAND, March 22, 1912.

"DEAR SIR:—The question has been asked me if the valuations in Woodland have been raised since saloons were voted out.

"No, they are just about the same, but the taxes have been raised.

"In 1910 the tax rate was 74 cents, but in 1911, when the town went dry, The tax rate had to be raised to \$1.20.

"When the saloons were voted out there was about \$30,000 in the treasury.

"I take no hand in your affairs, but simply answer the questions put to me.

J. R. MITCHELL, City Trustee."

## RESULTS OF THE APRIL ELECTIONS

SO many have been the elections during April and so complicated the issues that it has been practically impossible for the trade to keep track of the results of the various elections. We have had fights under the Wyllie local option law, initiative ordinances to consider, regulatory measures of many kinds and wet-and-dry trustees to choose, and as a result the papers and public have become hopelessly confused. With the idea of clearing up the matter, we have prepared the following summary which, we think, will be found valuable for future reference:

### TOWNS THAT VOTED WET UNDER LOCAL OPTION LAW, APRIL 8, 1912.

	Wet.	Dry.	Total vote.	Majority.
Redding .....	998	335	1,333	663
Kennett .....	304	179	483	125
Dunsmuir .....	493	207	700	286
Arcata .....	279	226	505	71
Ferndale .....	294	150	444	154
Blue Lake .....	114	51	165	63
Trinidad .....	28	18	46	10
Gridley .....	279	237	516	42
Hollister .....	686	511	1,195	173
Lemoore .....	267	215	482	52
Cloverdale .....	226	121	354	105
Colusa .....	371	355	726	16
Lincoln .....	232	231	463	1
Dixon .....	279	219	498	60
Newport Beach .....	172	69	241	103

April 15th—

Oxnard .....	740	208	948	532
Eureka .....	1,986	1,705	3,691	281

### INITIATIVE ORDINANCE.

Colton (April 8th) .....	727	578	1,305	149
Richmond (April 10th) .....	1,864	793	2,679	1,071

### TOWNS THAT VOTED DRY UNDER LOCAL OPTION LAW, APRIL 8, 1912.

	Wet.	Dry.	Total vote.	Majority.
Red Bluff .....	685	760	1,445	75
Lakeport .....	246	248	494	2
Fortuna .....	211	272	483	61
Biggs .....	96	124	220	28
Los Gatos .....	323	605	928	282
Mountain View .....	234	284	518	50
Hanford .....	753	987	1,740	234
Wheatland .....	88	107	195	19
Arcadia .....	66	157	223	91
Merced .....	556	556	1,112	tie

The elections in sight for May are as follows:

City of Gilroy, Santa Clara County, May 6th.

City of San Jose, Santa Clara County, May 20th.

In the following districts elections will be held on various dates in May.

First District, Sonoma County, including Cotati, Goodwins, Penn Grove, Ely, Lakeville, Donahue, Sears Point, McGills, Matson, Wingo, Schellville, Vineburg, El Verano, Boyes Hot Springs, Agua Caliente, Yulupa, Eldridge, Gelston, Warfield, Beltane, Wildwood, Kenwood, Glenn Ellen and Los Guilleco Warm Springs.

First, Second, Third, Fourth and Fifth districts, Fresno County.

First includes Temple, Poso, Mendota, Firebaugh, Oxalis, Dos Palos, White's Bridge, Jameson, Kerman, Rolinda, Smyrna.

Second includes Tarpey, Bullard, Gordon, Pollasky, Auberry, Thermal, Academy, Sentinel, Letcher, Oren, Ockenden, Pine Ridge, Toll House, Burrough, Trimmer, Shaver.

Third includes Calwa and Butlers.

Fourth includes Warthan, Oil City, Kettlemas, McMullen, Wheatville, Carlisle, Riverside, Cando, Laton, Conejo, Wildflower, Caruthers, Raisin City, Bowles, Oleander, Covell, Del Ray and Rogers.

Fifth includes Butler, Cecile, Lone Star, Malaga, Eisen, DeWolf, Minneola, Centerville, Palier, Miley, Fortuna, Squaw Valley, Dunlay, Noble and Millwood.

Fourth District, Contra Costa County, including Baypoint and New York.

Fifth District, Solano County, including Elmira, Binghampton, Maine Prairie, Denverton, Montezuma, Birds, Collinsville, Raymond, Chirps Island, Tolands and Newton.

Fifth District, Amador County, including Forest House, Willow Springs, Drytown, Chicago, Center House, Plymouth, Enterprise and Oleta.

Fourth District, Sacramento County, including Hayes Landing, Ten-Mile Shoals, Elverta, Six-Mile House, Robla, Del Paso, Benali, Arcade, Brighton, Sutterville, Du Boies, Riverside, Perkins, Manlove, Mahew, Mills, Twelve-Mile House, Antelope, Cornell, Salisburg, Natoma, Alder Creek, Orangevale, Ashland, Folsom and White Rock.

Fifth District, Sacramento County, including Freeport, Sheldon, Days, Connelly, Richland, Clay, Courtland, Cicero, Dogles, Alabama House, Walkers, Welsh, Mayberry, McConnells, Poppey, Arno, Isleton, Galt, Walnut, Hickville, Franklin, Wilbur, Union House, Live Oak, Florin, Elk Grove, Cosummes and Michigan Bar.

Fourth and Fifth districts, San Benito County, including town of Tres Pinos.

Fifth District, Tehama County, including Los Molinas, Vina, Proberta, Sesma, Finnell, Richfield, Kirkwood.

Fifth District, Riverside County.

Entire county of Stanislaus will vote on the wet-and-dry question under the county initiative act. Under this act the whole county will vote, although, if the proposed ordinance carries, it will affect only the saloons outside of incorporated places. Thus the electors of Modesto, Turlock, Oakdale and Newman will have a voice in determining whether the saloons shall be allowed outside of those cities.

May 21st—First District, Alameda County, including Washington, Murray and Pleasanton.

May 14th—Fifth Supervisorial District Santa Cruz County, including Brookdale, Ben Lomond, Felton, Zayante, Tuxedo, Big Trees and Eccles.

June 7th—First, Second and Fourth supervisorial districts, Santa Clara County.

### Women Vote Oxnard Wet

OXNARD, April 15.—By a majority of better than 3 to 1 Oxnard voted to remain wet today. Full returns tonight show the result to be 751 for the wets to 208 for the drys. The landslide came as a great surprise, it having been generally conceded that the election would be close. The vote was the largest in the city's history. The women's vote was heavy.



## Local Option Elections in Contra Costa Go "Wet"

MARTINEZ, April 22.—At special local option elections held today in four out of the five Supervisorial districts of Contra Costa county, the "wets" carried the day by a large majority. Out of a total vote of 4002, the "wets" polled a majority of 1208. Only three precincts in the county—Danville, Alamo and Lafayette—voted "dry."

In Supervisorial district No. 1, the total vote cast was 915, with a "wet" majority of 421; in district No. 2, total vote 1393, wet majority 273; in district No. 3, total vote 695, wet majority 323; in district No. 5, total vote 999, wet majority 191.

## "Drys" Win in Humboldt County

EUREKA, April 23.—Five Supervisorial districts of Humboldt county voted "dry" today by substantial majorities. Only the incorporated towns of Eureka, Arcata, Ferndale, Blue Lake and Trinidad are still "wet."

## "Wets" Carry a District

ANTIOCH, April 22.—The "wets" won today's election in Supervisorial district No. 5, Contra Costa county, by 485 to 400. The campaign had aroused great interest.

VALLEJO, April 22.—An ordinance was passed by the City Council this morning setting June 11 of this year as the date upon which Vallejo's electors will be called upon to pass upon the initiative gambling and liquor ordinances.

## The Tricky "Mercury"

THE *San Jose Mercury* of April 10th devotes a large portion of its editorial space to the policy to be followed by the people of San Jose on May 20th as to the question whether there shall be or not be any liquor licenses issued in San Jose. Our distinguished contemporary says "it has no desire to leave any of its readers in doubt as to its position on this vital question." It goes on to advocate the elimination of the saloon not only in the country, but in the city, and thus "end the traffic entirely."

San Jose is the center of one of the most important wine districts of the United States, but there is not one word in the *Mercury* that would indicate that there is a great industry vitally interested in what it advocates; not a word as to what would become of the vineyards and wineries if the anti-saloonists are given sufficient power to entirely wipe out the liquor business in Santa Clara County. The answer is that the *San Jose Mercury* is a proved enemy of the wine industry. Only a few months ago a big special edition of the *Mercury* was published and a large number of the paper subscribed for by the Chamber of Commerce to be distributed throughout the United States to show the great agricultural, horticultural, viticultural and other resources of the county. When the paper was issued it was found that the publishers had deliberately omitted any mention whatever of the great wine-making interests of Santa Clara County, and they were unable to give any satisfactory explanation of this deliberate blow at that great interest. Their silence as to that industry at this time is characteristic and significant. Wine men, look out!

## Will State-Wide Prohibition be Voted on in November?

WE have received several communications asking us if there is any truth in the rumor that the prohibitionists intend to attempt to dry up the State of California next November, at the time of the presidential election. It seems that the *California Voice*, the official organ of the prohibition party, has also been asked the same question. In a recent issue they give the following information, which will be read with interest by our grape growers and wine makers who are inclined to believe there is no danger of this State ever voting on the question of stopping the manufacture of wine. The editorial is as follows:

### THE INITIATIVE PETITION NOT PROHIBITION PARTY'S.

It was decided by a vote of four to three in the last meeting of the State Executive Committee to invoke the initiative throughout the State for a constitutional amendment prohibiting the manufacture and sale of alcoholic liquors for beverage purposes in the State, this amendment to be submitted to a vote of the people of the State at the fall election. This, if it can be accomplished, is our shortest route to state-wide Prohibition, though of necessity not a Prohibition Party measure. The initiative is a kind of non-partisan, impersonal expedient to use in appealing to existing parties and conditions, and if the initiative is invoked, and the prohibitory measure should carry, at the coming election, while it would be in a sense a partisan victory, it would not be by any means what Prohibition through the Prohibition Party would be. Elect the issue without electing the party, and the law is a dead letter; elect the issue and the party, and the salutary effects of the law will be seen at once. An initiative petition at this time will require something like 30,000 genuine signatures that will stand the scrutiny of the board of examiners, or, in round numbers, not less than 40,000 to insure its acceptance. This petition must be completed and filed with the county clerks of the various counties not later than July 25, and passed upon by them, and then filed with the Secretary of State not less than ninety days before the election. Should the petitions be started today, it would require heroic work to get them signed and delivered in time to be of any avail. The matter is entirely in the hands of the State Chairman and Executive Committee, and we presume they are looking after it. This, in answer to numerous questions.

### TAKE HEED YE DOUBTING GRAPE GROWERS.

Not long ago Mr. J. E. Colton, the well-known viticulturist of Martinez, was considering the proposition of investing a considerable sum in the erection of a winery. Before proceeding he concluded to ascertain from the Prohibition leaders in California what their attitude was toward the wine industry. To this end, Mr. Colton wrote to Mr. Wiley J. Phillips, editor of the *California Voice*, of Los Angeles, the official Prohibition organ of the State, asking for information on the point in question. Unfortunately for the welfare of the industry there is at this time considerable difference of opinion among the grape growers and wine makers as to the intended scope of the dry movement. The letter from Mr. Phillips in answer as to what the Prohibitionists intended to endeavor to do, should certainly dispel any doubt in the minds of the grape and wine men as to what they are up against. The letter follows:

Los Angeles, California.

J. E. Colton, Martinez, Cal.

Dear Sir:—I have just returned from the Prohibition National Convention and find your letter awaiting me. In reply will say that it is the policy of the Prohibition Party to prohibit the manufacture, importation and sale of alcoholic liquors for beverage purposes. This view is perfectly consistent with the fundamental principles of the constitutional law of this Government and also in harmony with, not only the Supreme Court decision of nearly all of the States, but also of the United States. If you are an observer at all you can readily understand that the use of liquor, while it is profitable to a few, imposes very serious burdens upon the many and from an economical standpoint, as well as from a moral, we believe that the absolute prohibition of all intoxicating liquors, except for mechanical and scientific purposes, has become a necessity.

The very rapid growth of Prohibition sentiment in the United States makes the opening of a new winery a very doubtful business proposition.

Yours very respectfully,

WILEY J. PHILLIPS.



## Remarkable Growth of America's Champagne Industry

By HORATIO F. STOLL



FOR years the United States was looked upon as a veritable gold mine by the champagne manufacturers of France, but judging from the marked falling off in the importations since 1904, many of them must realize that their hold on the American public is slowly but surely waning.

In 1904, according to S. Y. Allaire, of New York, we used 385,099 cases or 4,621,188 bottles of foreign champagne; in 1905 the importations fell off over 9,000 cases, and a year later the total had gone up to 389,949. Another 8,000 cases were dropped in 1907, and during the year of the last great financial panic, 1908, 57,000 cases less were imported.

In 1909, before the new protective tariff became operative, there was a heavy importation of champagne, which swelled the total to 481,777 cases. In 1910, only 254,751 cases arrived, and during 1911 but 239,060.

To form a correct idea of whether there has been a continued decrease of foreign champagne importations during the past three years, however, it is necessary to add up the figures for the total importations for the three years since 1909, which amounts to 975,588 cases, and strike a yearly average, which would be 325,196, or just about the same amount as was received in 1908.

From these figures it is difficult to learn just what quantity was consumed each year since 1909, and we will have to wait, therefore, until the end of 1912, before we will know exactly what the real rate of decrease has been, for it is generally understood that there is a limited quantity of champagne in bond, and that the principal importers will begin the year with practically a clean slate.

It is interesting to note how the various champagne producers have fared during the past five years in the United States. Some have held their own very well, while others, that only a few years ago enjoyed a considerable popularity, have fallen down in their sales most noticeably. Perhaps the most striking instance is that of the Moët & Chandon champagnes. In 1905 over 79,114 cases reached New York, while during 1911 only 5,104 were imported. Veuve Clicquot, on the other hand, had only 32,206 cases to its credit five years ago, while last year the demand had grown to 51,187 cases. The Louis Roederer champagnes also show a gratifying gain, from 11,448 cases in 1909 to 16,516 in 1911. Other well-known brands that were appreciated by the American people during 1911 were G. H. Mumm & Co., 63,476 cases; Pommeroy & Greno, 27,690 cases; Krug & Co., 19,615; Ruinart, 5,238; Dry Monopole, 2,925; and Piper-Heidsieck, 2,636.

However, all these wines have fallen off tremendously in their sales since 1906. Some attribute the marked loss to the tariff, some to a determination on the part of the different champagne firms to do business on a less extravagant scale, and some to the tendency of the American people to economize.

One thing, of which we are certain, is that since 1904 the production of American champagne has increased wonderfully, despite the close figure at which it is sold, which leaves little margin for any extended scheme of advertising and pushing as is done by the French champagne agents. Their margin of profit, over and above all costs, with duties added, is more than the American producers receive for their finished product, with all profits added. Consequently, the only explanation one can find for the recent announcement of an increase in prices by the importers is that since their expenses are just as heavy, and they are not willing to sacrifice their profits, due to a decrease in sales, they are therefore determined that the good-natured

public shall make up the deficit by paying a substantial addition per bottle.

New York State is by far the largest producer of American champagne, the industry in that State being chiefly in Orange County, in the southeastern part of the State, and Steuben County, in the western section of the State. A consensus of estimates by the wine manufacturers and dealers indicates that probably two-thirds of the 2,500,000 bottles of the genuine, or fermented-in-the-bottle champagne manufactured in the United States, is made in New York State, the other one-third being produced chiefly in northern Ohio, Missouri and California.

### NEW YORK CHAMPAGNE PRODUCERS.

In 1865, the Pleasant Valley Wine Company, whose vineyards of American varieties of grapes are located at Rheims, Steuben County, New York, in the very heart of Pleasant Valley, at the head of Lake Keuka, began the manufacture of sparkling wines. Their Great Western Champagne is finished in several grades, from the sweetest to absolutely no sugar at all, so it is possible for them to suit all palates or any stomach condition.

After thirty-five years of experiment, they have succeeded in overcoming many obstacles. In fact, connoisseurs who tasted their wines five years ago and have not used it since will be astonished at the improvement which has been made in its breeding in the interim. It has attained a finesse which makes it approximate in quality many of the wines of the Champagne District of France. Its "foxy" flavor, which was objectionable to the discriminating consumer, has been practically eliminated. The "Great Western" Champagne which is being offered to the public today is of the vintage of 1900, and in recommending it to the American public, the Pleasant Valley Wine Company declares it deserves preference over the imported article, because "when you buy a foreign wine you get only 50 per cent of wine value—the U. S. Custom Office gets the other half, and the quality is not in any sense superior to the American product."

The Urbana Wine Company, whose vineyards and winery are also located in the Lake Keuka district, Steuben County, western New York, claims that its "Gold Seal," Special Dry and Brut, is equal to any foreign champagne in purity, and superior to many of the brands of imported wine which find a market on any inflated reputation.

In reply to the question, "Isn't there a difference between 'Gold Seal' and imported wines?" the Urbana Wine Company says: "Yes, and we frankly admit it; but the difference is in price. The foreign article costs about two and a half times as much. As every judge of champagne knows, no two brands of French champagne are alike; they differ in bouquet and taste. This is due largely to the dosage, which, in France, consists of a flavoring of cordials, liqueurs and fruit syrups in the finishing syrup, and which varies for the different brands of wine; while the Urbana Wine Company's 'Gold Seal' depends entirely upon the blending of the wine from different grapes for its bouquet and flavor.

"The only fair way to judge of the merits of any article is to try it. The best way to judge of the superior quality of 'Gold Seal' is to drink it. If satisfaction results, why not buy 'Gold Seal' at less than half the price of an imported wine, unless it is the label and not the wine which the purchaser desires? There was a time when American champagne was virtually tabooed. Thousands are now loud in their praises of 'Gold Seal,' and it is to be found on the wine lists of the leading hotels of the country, at exclusive clubs, and on the tables of the most discriminating of American families."

The Ronalet Wine Company, whose plant is also located at Hammondsport, New York, does not manufacture its champagne entirely from the American varieties of grapes. Its "Dry Imperial" brand is a blend of the two grapes grown in the Lake Keuka District and is strictly an American product. "The grapes," they announce, "are the finest that we can procure and the juice used is the first pressing only, ensuring a fine flavor and perfect fermentation."

Their "Prince Consort" brand, on the other hand, is a blend of a still Champagne wine, imported from Epernay, France, and the juice of the costly native Delaware grape. "This product," they write, "is something extraordinary in American champagne making, from the fact that it is very difficult to get a proper blend of the two wines. This wine has been in titerage in our cellars for the past six years receiving the proper age, and produced by us for competition with the foreign brands. We anticipate a large sale of this particular brand in the near future, from the fact that the price is much less than the imported champagne.

"We have no paid salesmen, consequently no traveling expenses, and practically our entire product is sold through our own office. Therefore, our selling expenses are less and consequently we can offer a lower price on our product."

The Germania Wine Cellars, of Hammondsport, New York, whose "Grand

Imperial, Sec" is a well-known brand of American champagne, does not ship any of its product until it is at least three years old.

The writer who prepared their literature evidently decided to leave no stone unturned to impress possible consumers, for here is the enthusiastic manner in which he describes the Germania's output: "To say that a certain brand of wine is the finest American champagne, means more in these days than it did a few years ago. Time was when the only recognized brand of the article came from the little district of France from which the wine took its name. But that time has passed. In latter years American champagne has been coming more and more into public favor, and it has won a justly-merited position beside the imported wine. So when a wine is pronounced the finest champagne, it means practically that it has no equal for purity, excellence and flavor. The famous 'Grand Imperial Sec' of the Germania Wine Cellars, of Hammondsport, has been pronounced by connoisseurs to be the finest product of its kind on this side of the Atlantic. It fills all the qualifications of the finest American champagne, and is used in many of the best hotels, homes and clubs in preference to established foreign vintages."

The White Top Champagne Company, of Hammondsport, N. Y., which advertises itself as "the only exclusively champagne producers in America," is a bit more modest. It declares its product is the "peer of any," but bases its claim principally on the fact that its "White Top" is a "true champagne, fermented and matured in the bottle by the natural process, and is an absolutely pure product of the grape."

#### MERITS OF OHIO CHAMPAGNE.

The Hommel Wine Company, whose vineyards and winery are located in the Lake Erie grape district of Ohio, insist that "the difference between Hommel's Champagne and the imported article are all in favor of the former." Here are their arguments: "Imported champagnes brought to our American markets must be fortified very strongly in order to prevent them from spoiling in their trans-Atlantic voyage; and another thing, nearly all imported champagnes are flavored, which leads many people to believe that it is the real flavor of the grape. It is these strong, highly flavored wines that give those terrible headaches in the morning, which we guarantee you do not get after drinking 'Extra Dry' or 'White Star,' providing you do not mix your drinks. There is also a difference in the price, imported champagne being twice as much as the 'White Star' and three times as much as the 'Extra Dry.' That our wines rank the first among the first, is indicated by the awards given them over all other American champagnes wherever they were exhibited."

#### A POPULAR MISSOURI CHAMPAGNE.

The American Wine Company, of St. Louis, Mo., which manufactures "Cook's Imperial, Extra Dry" champagne, the best-listed American champagne in the United States, thus advertises its effervescent wine:

"America has the rich, fertile soil, the sun and the rains to produce perfect Catawba grapes. And it does—the finest in all the world.

"We have the expert champagne makers, trained in the best French methods to convert those perfect grapes into 'Cook's Imperial Extra Dry,' the true representative American champagne—so pure, so delicious, so mildly bracing that physicians prescribe it as a tonic.

"Cook's is the equal of any foreign champagne, the superior to many.

"Besides all this, you can get about twice as much of 'Cook's' as of any imported brands for the same money.

"For your palate's sake, for your health's sake, and for your pocketbook's sake begin to drink 'Cook's' now. Today!"

#### CALIFORNIA'S NATURAL CHAMPAGNE.

Having listened to the arguments in favor of the New York, Ohio and Missouri champagnes, let us hear what the California wine men have to say in behalf of their product. In the first place, their most important claim for recognition is that their champagne is made from the same varieties of grapes that are used in the manufacture of sparkling wines in the restricted Champagne District in France. These European varieties of wines do not grow east of the Rocky Mountains and hence the California wine men claim that they alone are able to produce sparkling wines, naturally fermented in the bottle, that duplicate the popular dry French champagnes in every characteristic. The Eastern champagnes, they admit, are pure and delightful beverages, but they have a different aroma, bouquet and flavor, because they are made from American varieties of grapes that differ in every essential from the true champagne grape.

The history of the manufacture of champagne in California since 1857 is intensely interesting. The experiments of Don Pedro Sansevain, M. Debanne, Col. Agoston Haraszthy, the Buena Vista Company and Apad Haraszthy marked the early stages of the solution of California's champagne problem.

#### IN THE SANTA CLARA VALLEY.

For nearly twenty years, Paul Masson has been making excellent California champagne at his hillside vineyard and winery in the famous Santa Clara Valley, near San Jose. His "Paul Masson, Extra Dry" is produced from the first run of the juice of the Petit Pinot grape without pressure, and depends solely on the wine for its bouquet, dryness and lightness. It is absolutely a natural wine, called in France "Vin Brut," and is lighter, dryer, purer and better than most of the standard imported champagnes.

"Paul Masson" Sparkling Burgundy is also produced from the Petit Pinot grape and is made by pressing the grapes and fermenting the wine on the skins, thus extracting the beautiful ruby color of the wine and all the essentials of pleasant astringency, bouquet and flavor characterizing the Burgundy.

Mr. Masson's pink "Oeil de Perdrix" (eye of the partridge) is produced under exceptional conditions only, that is, when the Petit Pinot has arrived at absolute maturity and producing what is known and very rare in Viticulture, the "Pourriture Noble" (Noble Rot, i. e., Overripeness). It is processed in the same manner as all true champagnes, and takes from five to seven years in the bottle to perfect. The Oeil de Perdrix is a favorite with the fair sex, its exquisite bouquet, color and lightness making it an ideal wine for luncheons and receptions.

#### IN SONOMA COUNTY.

In 1901, ten years ago, Korbel & Sons, at their beautiful vineyard at Guerneville, in Sonoma County, first started producing champagne by the natural process. They began on a small scale, bottling only a few thousand bottles. Of course, like all beginners, they had their troubles and failure, for the pioneers are always the ones who have the hardest time. The first four years were devoted mostly to experimenting. Since that time they have been bottling 100,000 bottles a year, and disposing of it all through their Chicago house, 1621 West Twelfth street, which is their distributing point.

All of their cuvee is made from grapes that are grown on their own hillside vineyards. The vines are all of the French variety, having been imported especially for the production of champagne. The sparkling wines in tierage remain in the vaults two years and then are finished. They are kept on hand at least one-half year, so that when they reach the consumers as Korbel, Sec, or Grand Pacific, the wine is at least three years old. The storage capacity of their vaults is one-half million bottles, but this can be increased any time to about 2,500,000.

#### A "GRAND PRIX" CHAMPION.

For years the Italian-Swiss Colony has experimented at Asti, in Sonoma County, in the production of natural champagne, their best-known brand being their "Asti Special, Sec," which, while it enjoys a large sale, did not satisfy their ambitious directors.

Feeling certain that since California had the proper soil, climate and grapes, the late P. C. Rossi decided to enter the champagne field in real earnest in 1909. Accordingly, the Colony erected a special building, secured the costly services of M. Charles Jadau, one of France's most celebrated champagne experts, used the finest California wines, made from grapes imported from France, and procured the latest and most modern machinery and appliances for the bottling, fermenting, racking, disgorging and maturing of champagne.

The first cuvee consisted of 150,000 bottles of champagne and 100,000 bottles of Sparkling Burgundy. M. Jadau, who arrived in California with grave forebodings, soon became enthusiastic and predicted that he would produce a champagne that would be able to hold its own with any manufactured anywhere. That this prophecy was based on sound judgment was conclusively proven when, last October, a European jury of connoisseurs, at the Turin International Exposition, awarded the coveted "Grand Prix" to the new champagne, which is soon to be put on the market as "Golden State, Extra Dry."

California wines have won medals and diplomas in former French, German, Italian and Belgium expositions, but this is the first time in the history of California's viticultural industry that a native champagne has reached the very top of the ladder at an international exposition.

In the midst of the general rejoicing at this new honor won by California, came the shocking news that Mr. Rossi had accidentally been thrown from a buggy at Asti, and the injuries sustained had resulted in his untimely death. It was a sorrowful ending that he should have been taken off in the very moment of his hard-earned success, and proved once again the irony of fate.

Connoisseurs all over the United States and Europe have praised the Colony's "Golden State, Extra Dry," expressing surprise at its delicate aroma, its exquisite bouquet, its delicious flavor and its excellent sparkle.

In fact, so widespread has been the interest aroused in this new brand of champagne, and so great the preliminary orders even before the wine has been put on the market, that the management have doubled their present facilities and erected a second reinforced mission structure, 50 by 100 feet, two stories in height, which conforms with the original building. The new cellars have just been completed for the bottling this month of the third cuvee of champagne under the direction of M. Charles Jadau. This will be the "Golden State, Extra Dry," that will be offered during the exposition year, and as it is anticipated that there will be a great demand for this champagne, and the Colony's popular "Asti Rouge" (Sparkling Burgundy), the 1912 output will be at least 400,000 bottles.

#### THE FUTURE OF AMERICA'S CHAMPAGNE INDUSTRY.

From the foregoing resume, it will be seen that the growth in the production of American champagne has been very marked in the last few years, and in the near future we may confidently look for a very large increase in the demand for the native product, especially the California brands, as the prejudice in favor of the foreign wines is being very rapidly overcome.

## Famous Wine Steward, Praises California Wines

THAT the promotion of the wine industry of California is easy to manage and will prove to be of inestimable benefit to the State is the opinion of Mr. James J. Hall, manager of the St. Francis Importation Company. Mr. Hall, besides having the affairs of the St. Francis Importation Company in hand, has also charge of the immense wine cellars of the St. Francis Hotel of this city, and in his dual capacity comes in contact with every class of people interested in wine, whether consumers or producers, visitors or residents. He has an intimate acquaintance with the market of foreign and native wines, and his expression of opinion is in every way worthy the most careful attention on the part of those who would contribute to the expansion of the State's great industry.

"There is hardly any difficulty in the way of promoting the California wine industry," says Mr. Hall. "The merit of the wine itself is such that it requires practically no demonstration whatever to make it known. The wines of the State are much better now than they ever were before. California claret is rapidly taking the place of French claret at the table. In many places it has entirely supplanted the French. The rich people are more than ever favoring the California claret as they are discriminative enough to recognize the quality.

"Under the circumstances all that is necessary to still further increase the sale of the native wines is to secure the co-operation of the wine stewards of the different leading hotels toward speaking well of these wines to the large clientele with which they are surrounded, a clientele representing more different countries and States than any to be found elsewhere in the United States. Something should also be done to prevent cafes from discriminating against California wines by charging unreasonable prices. In many cafes the price for California wines is as high as that for imported, and in some cases it is higher. What is there to justify the charging of \$1.50 for a bottle of California wine which ought reasonably to bring no more than \$1. Why should \$1.50 be charged for a bottle of California wine and only \$1 for imported? When we in California know what the prices should be, we can attribute such prices only to discrimination against the native product. Some way should be found to stop such discrimination, since it is unjust to the State and reacts on the business of the cafes as well as on the industry.

"The policy of the St. Francis Hotel is to promote the sale of California wines in every way. The management recognizes that the consumer as well as the producer is benefited thereby. Those who buy the wines are satisfied that they spend wisely, and those who receive the money, namely, the people living in the State, use it to the good of the general public. For this reason the St. Francis Hotel should be placed at the head of the list of the promoters of the home wine industry, just as the hotel places at the head of its wine list and at the head of the three first pages of that list the California wines. If others would place the California wines at the heads of their wine lists, instead of imported wines, the attention of the people who buy wines would be called first of all to our native wines, and after they had once tried them they would continue to demand them.

"It is the policy of the St. Francis to bring the attention of visitors to native wines by selling as a leader at as low a price as possible as choice a wine as can be offered. A high-class Cabernet claret, the best that money can buy, has brought success and as a result it may be said that the St. Francis Hotel sells as much California claret as imported.

"In promoting the native wine industry, too much liberality cannot be shown with samples. By opening a pint of California

wine a dealer can very often sell five or ten cases to tourists who are going East. A recent personal experience has convinced me of this. A gentleman from Easton, Pa., while visiting here, tried a pint of California wine at my invitation. As a result he bought fifteen cases which he took home with him, and a short time later on the club to which he belonged in his home city ordered ten cases.

"It is not only in connection with claret that the wine industry of the State is showing remarkable progress. California port and sherry, which was hardly ever sold before, is now being constantly demanded.

"The demand for Riesling is greater than that for Sauternes. The St. Francis handles a cabinet Riesling from Sonoma County to the greatest advantage and satisfaction. It is only by offering the best that the wine industry can be properly served. Wine dealers should co-operate on this point and they should also unanimously acknowledge the fact that California wine to suit the most exacting connoisseurs can be sold at one dollar a bottle."

A visit to the wine cellars of the St. Francis will show how Mr. Hall practices what he preaches. He invented and designed the St. Francis cellar system by which the immense stock can be inventoried within two hours. As on the wine lists of the hotel, the wines of California take first place on the wine racks. The visitor to the cellar must first look over the vast assortment of California wines before coming to the imported stock. As a result, he has a chance to appreciate home industry without having his judgment clouded by the renown of imported wines, which, however good, must not be allowed to stand in the way of encouragement of native industry.

### High-Priced Wines

THE much-talked-of public sale of the cellars of the famous Restaurant Dnrand, in Paris, was held on the 23d of January, and although the fabulous prices foreseen by some epicures were not reached, the greater part of the wine was sold sufficiently dear to make even experts open their eyes. The dusty, cobweb-wreathed bottles of Chambertin and Chateau-Lafitte were handled as tenderly as classic Dresden china, but, apparently, few were curious to see, and still fewer curious to taste—for the customary little tasting-glasses were there—for the wine list of the old restaurant was still within memory. Among the best prices, a case of half-bottles of champagne brought 32s a half-bottle, whilst a single bottle of the same year and brand brought two guineas. The record price was six guineas for a bottle of Chartreuse.—*Wine and Spirit Gazette*.

During March the Associated Students of the University of California placed themselves on record as opposed to the use of intoxicating beverages at any function of the universities or its various organizations. This was the vote:

	Men.	Women.	Total
Yes .....	401	226	627
No .....	134	4	138

At Coeur d'Alene, Idaho, machinery for the new brewery has arrived, and it is hoped to commence brewing about April 25th. The managers are planning to run night and day shifts and to turn out not less than 100 barrels of beer daily. In connection with the brewery a cold storage plant and bottling works will be carried on, and the former will be at the disposal of the business men of the city who wish to use it for butter, eggs, fruits, etc.



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## Strenuous Opposition to Vicious Webb Bill



### Evils of the Measure; a Remedy

**E**DITOR WINE AND SPIRIT REVIEW:—The objections to the passage of the Webb Bill are numerous, but I will merely cite the most important ones.

First. It would prohibit the many millions of people in America who have been accustomed to use their light table wines at meals from infancy, to drink that healthy beverage, which is neither intoxicating nor detrimental but most beneficial to their health. This would be a barbarous law that no civilized nation on earth would ever attempt to pass.

Second. It would destroy that which if properly fostered and encouraged will eventually become the greatest industry of America.

Whilst few Americans are aware of the fact, our country is the land of the vine. In most every State of our great Union, grapes grow which will make good, sound, palatable wine, far superior to the wines of France and Italy now used by the mass of the people, whilst California produces just as fine wines as the best grown in France, Italy or the Rhine. This fact has been demonstrated recently by fifteen European jurors at the Turin International Exposition, which awarded the wines produced in Sonoma County, California, the Grand Prix, the highest award in their hands.

The Viticultural industry of Italy and France combined now produces \$600,000,000 per annum for those countries. This large sum could be produced annually by the vineyards of the United States if viticulture was encouraged and wine used generally at the table of the American people, which in addition would eventually remove the two great curses that our country is now afflicted with—drunkenness and prohibition.

This fact has been proven by the American Ambassador in Rome, and by American Consuls in every principal city of the wine producing countries of Europe, and as is also demonstrated by the millions of American tourists who visit the wine producing countries of the world, that there they have no prohibition laws, and yet intoxication is almost unknown. What a great blessing it will be when our own country will be placed in the same happy condition.

Third. The Webb Bill would destroy the products of our barley, corn, hop and grape fields, which would cause the loss of billions of dollars to the American people, throwing many millions of honest farmers, mechanics and laborers of all kinds out of employment, a misfortune that would be deeply deplored by the people of our country.

Fourth. This bill would prevent the shipment of wine to the Catholic and other churches throughout the land, who since the crucifixion of Christ have been accustomed to use wine at the altar as a symbol of the blood of our Savior.

This act alone would make it clearly unconstitutional, as it interferes with the sacred rights of religion, and no President of the United States or Judge of the Supreme Court would ever approve of such a measure.

Fifth. To permit a community to restrict the use of wine by local option is unreasonable and illegal, because as Thomas Jefferson has declared, "Whilst it is true that in accordance with our form of government, the majority shall rule and that 41 is the majority of 80, such ruling *must be reasonable and not oppressive to the minority*, because," he adds, "not even the majority of 80 can pass any law which would be unreasonable and oppressive to one single person."

Sixth. This bill, which favors Prohibition, would be of no

benefit to the country, as it has been proven time and again that Prohibition does not prohibit.

It has been recently shown by the State of Maine, which over fifty years ago placed a Prohibition law in their Constitution that after the experience of over fifty years it was found that the evil of drunkenness prevailed more in the State of Maine than in any other State in the Union of equal population. The people therefore tried to remove the Prohibition law from their constitution last year, and nearly all of the 60,000 people who previously favored the prohibition constitution now voted against it, the law being carried by only 300 votes instead of 60,000 votes as was done fifty years ago.

Seventh. The proper means by which the evil of drunkenness may be gradually eliminated and finally entirely removed from our country is, to encourage the use of wine at meals and enforce the following rules:

First. The strict regulation of the saloons by the National and local governments.

Second. By imposing severe penalties and imprisonment on the drunkard.

These two measures, if properly enforced will remove the evil of drunkenness from our country without injuring any of our great industries, without depriving any American citizen of the sacred right of personal and religious liberty, thus injuring no person, not even the drunkard, who on the contrary will be gradually reformed and thus bless the time when these proper regulations will have been adopted and properly enforced.

Respectfully yours,

A. SBARBORO.

San Francisco, Cal., April 9, 1912.

### A Most Vicious Bill

SAN FRANCISCO, April 12, 1912.

**E**DITOR WINE AND SPIRIT REVIEW—DEAR MR. WOOD: You ask me to give you my objections to the Webb bill now before Congress.

I consider it the most vicious bill ever introduced in Congress. This bill is identical with the Kenyon bill in the Senate and makes wine contraband (subject to confiscation) even at the point of shipment any time when (by affidavit) it is declared to be *intended* to be used in a dry Territory or State contrary to the laws enforced in that Territory or State. The prohibitionists have for years tried to have Congress pass a law which may enable the dry States to enforce their local laws by Federal interference.

While no Governor of any dry State has so far declared his power insufficient to enforce the State's police regulations, and no State authority has yet applied for Federal help, the prohibitionists would like Congress to pass laws by which the State laws, which are not respected by the State authorities themselves, would be rigidly enforced by Federal power.

So far all the efforts of the prohibitionists were futile on account of Congress declining to interfere with State laws or with the commerce of any article which the Supreme Court of the United States has declared a "general commodity." The Webb bill, as clearly stated at the hearing before the Senate committee last month, is intended to deprive wine of its commercial character and to brand it like an explosive or poison.

Mr. Caldwell, of Oklahoma, who wrote the bill, stated that if the bill becomes a law the forwarding of such liquors will not be considered any more as *Interstate Commerce* but *Interstate Shipment*.

The great majority of the Senators and Representatives are opposed to any prohibition bill, just as they would be to enforce by Federal legislation any of the blue laws of Connecticut, which at one time went so far as to punish the husband for kissing his wife on Sunday. These men in Washington know that State prohibition does not prohibit. They know that a majority of the prohibitionists are not sincere. But the prohibitionists are so well organized by their fat-salaried leaders that telegrams and petitions were sent by the hundreds of thousands to Washington from nearly all the States in the Union. Not hearing anything in refutation, many of the Representatives believe they should not ignore this avalanche of petitions.

Thanks to the efforts made lately by the different industries attacked by the Webb and Kenyon bills, I believe no action will be taken by this Congress, but in next session their efforts will be doubled and trebled to have a prohibition bill passed, and if the wine men do not make decisive efforts to represent their cause properly at Washington, they will have only to blame themselves if finally an adverse legislation will cripple their industry.

Yours very truly,

E. C. PRIBER.

### Great Injustice of the Measure

**J.** A. BARLOTTI, secretary of the Italian Vineyard Company, which has headquarters in Los Angeles and controls the largest single vineyard in the world, expressed himself conservatively but firmly on the Kenyon bill.

"The greatest injustice of this bill," said Mr. Barlotti, "is that it reads to forbid not only the shipment of wines into a dry State but through it, which, if made a law, would deal such an effective and sweeping blow at the wine industry of California that it would never recover. When you know that California produces nine-tenths of the wine products in the United States and that the greatest part of this production is shipped out of California and East over routes through the so-called dry States, you understand the grave situation the industry is facing.

"The Kenyon bill originated, no doubt, as a result of the broadcast distribution of whisky in small packages by mail and express throughout the States. Now, the great mistake made by the temperance people is in considering wine as in a class with whisky. Whisky is a concentrated stimulant having a high percentage of alcohol, whereas wine contains but a very low percentage of alcohol and is used in the majority of cases for table use.

"It would be folly to deny any State or community the right of rejecting or receiving liquor according as conditions suggested, but that it should dictate a measure making impossible the shipment of liquor through such territory is plainly unjust to the people at large. Let those municipalities, towns, villages and communities which are in the popular phrase 'dry,' institute, if they desire, a law forbidding or qualifying the receipt of liquor in the said community. This law does exist in a number of places and is known as the 'local option.'

"I think, moreover, there is a general ignorance as to the consumption of wine in this country. There are hundreds of thousands of foreigners or people of foreign descent in the United States who use wine as it is used in Europe, as a food. To such people wine represents one of the necessities of life, not an intoxicant. To deprive them of wine is worse than to deprive most people of coffee.

"Now, as to the commercial phase of the situation in which the wine industry stands at present: Wine making is one of the oldest, perhaps the oldest, of our California industries; hence, with the early start it received, it has forged along strongly through the years and has now reached a very high mark in its progress.

"Much of our prosperity in this State is directly or indirectly dependent upon the wine industry. Today the sum of \$150,000,000 is invested in the industry, besides the consideration of money exchanged in its shipment. California is to a great extent the land of the vineyard, the natural home of the vine. There are more than 200,000 acres of vines now in bearing, and many thousands of acres of grape land await planting. To destroy the demand for wine is to destroy the great wine industry of California, built up out of the natural adaptability of the soil to the vine and to lay waste stretches of hill and valley now in flourishing condition.

"California ranks well with the great wine producing countries of the world. Of course, France and Italy, with their billion-gallon outputs, stand unrivaled, but not far down the list is California, in a class with Chili, which, like California, produces about 45,000,000 gallons each year. California has been able to not only supply in great part the demand for wine in the United States, but has entered of late years into the business of exportation.

"In the year of 1854 vineyards were planted in California on a real commercial scale; in 1880 the production reached 5,000,000 gallons; in 1890, 20,000,000 gallons; in 1900, 30,000,000 gallons, and in 1911, 45,000,000 gallons.

"The grape grows everywhere in California, from the hillsides that border the sea, to the deep fertile valleys in the interior. The California table grape possesses a superior size, beauty and shipping quality, the California raisin is the most delicious raised in the world, and the California wine grape cannot be surpassed for its favor and aromatic qualities.

"California produces and markets over ten times as much wine as is imported into the United States. But if the consumption of wine would increase and wine take the place of beer, the production in California could be increased considerably.

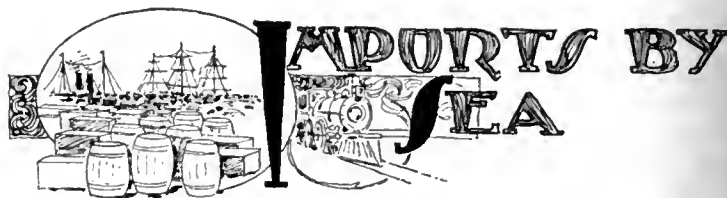
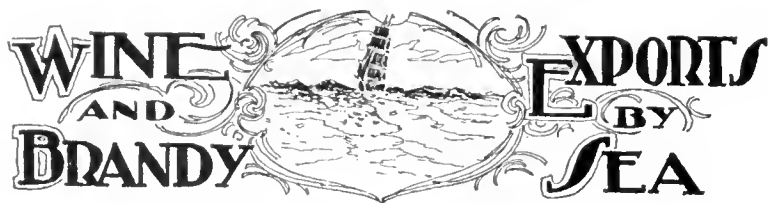
"If the per capita consumption of wine in the United States were the same as in France, there would be a domestic market for more than two thousand million gallons of wine, and then every rolling hill and fertile valley would be covered with vines. In France, which has a population of little more than one-half that of the United States, there are 4,250,000 acres of bearing vines. In California there are 200,000 acres, but this is capable of great extension, should the increased demand for wine encourage further investment and development."

### Useless Blow to Wine, Hop and Brewing Industries

**E** DITOR WINE AND SPIRIT REVIEW:—Replying to your recent favor in reference to the "Webb Bill," now pending in Congress, and complying with your request to express our opinion in reference to this class of legislation, we beg to state that we consider that if this bill is passed it will mean a hard blow to the viticultural and brewing industries of this State. Not only these industries will be materially hurt, but the barley, grape and hop grower will be vitally injured.

California, as it is well known, produces a large crop of hops and barley annually, and if the brewing industry is curtailed it will follow that the farmer will also suffer. Statistics have proven that no amount of legislation will decrease the consumption of alcoholic beverages, in fact, the United States Internal Revenue Reports show that the consumption has increased from year to year, notwithstanding the fact that a great many sections of the country are "Dry," so called.

If the bill in question is enacted into law it will not accomplish the desire of its proponents, viz: to decrease the consumption of spirit and malt liquors; it will simply have the result that the Government will lose the revenue derived from legitimate brewing and distilling establishments, and that the



### NAMES OF CONSIGNEES WILL NOT BE GIVEN

Owing to a recent order of the Secretary of the Treasury through his local representatives, it has been found necessary to discontinue giving the names of the Consignees at this port. We regret to have to make this announcement, but for the time being, such conditions will rule.

#### EXPORTS OF WINE.

FROM MARCH 20, 1912, TO APRIL 20, 1912.

Destination.	Cases.	Gallons.	Value.
To Alaska .....	10	203	\$182
" British Columbia .....	25	4,126	1,241
" Central America .....	60	21,054	8,056
" China .....	6	1,015	348
" Hawaiian Islands .....	233	67,333	29,386
" Japan .....	1	1,810	719
" Mexico .....	3	1,407	173
" Philippine Islands .....	150	6,506	3,843
" South America .....	...	3,372	1,391
" Samoan Islands .....	...	52	26
" Society Islands .....	...	3,189	822
" Australia .....	24	258	201
" Cooks Islands .....	...	27	25
" Marqueses Islands .....	...	150	84
" Korea .....	...	60	30
" Dutch East Indies .....	...	360	144
" British India .....	...	200	80
" France .....	4	3,500	1,400
" Germany .....	...	750	500
" Holland .....	...	3,000	1,200
" Norway .....	...	510	155
" England .....	...	2,750	1,200
" New York .....	...	750,977	248,178
" Other Eastern States .....	...	19,500	6,599
Total .....	512	862,107	\$305,974

#### BRANDY.

Destination.	Cases.	Gallons.	Value.
To Alaska .....	...	50	\$150
" Central America .....	20	135	360
" Hawaiian Islands .....	260	47	4,756
" Philippine Islands .....	...	250	150
" New York .....	...	1,096	2,060
Total .....	280	1,578	\$7,476

#### WHISKY.

Destination.	Cases.	Gallons.	Value.
To Alaska .....	3	44	\$125
" Central America .....	76	53	490
" Hawaiian Islands .....	343	459	3,576
" Philippine Islands .....	...	240	500
Total .....	422	886	\$4,824

#### BEER.

Destination.	Packages.	Value.
To Alaska .....	10	\$95
" Central America .....	26	168
" China .....	25	125
" Hawaiian Islands .....	221	1,735
" Philippine Islands .....	105	531
" South America .....	31	157
" Society Islands .....	14	112
Total .....	432	\$2,923

#### MISCELLANEOUS EXPORTS.

Destination.	Packages and Contents.
To Alaska .....	6 cs Liqueurs, 1 oct Gin, 1 kg Rum, 1 cs Porter
" British Columbia .....	25 cs Mineral Water
" Central America .....	8 cs Cherries and Maraschino, 26 cs Gin, 2 cs Blackberry Cordial
" China .....	3 cs China Spirits, 1/2 cs Grape Juice
" Hawaiian Islands .....	47 cs Grape Juice, 78 gal. Spirits, 1 cs. Cherries and Maraschino
" Hawaiian Islands .....	111 cs Grape Juice, 168 cs, 10 bbls. Gin, 290 cs Liqueurs
" Philippine Islands .....	72 cs Cordials, 5 cs Ginger Brandy, 8 cs Mineral Water
" Society Islands .....	28 cs Champagne, 4 cs Stout, 10 cs Apricot Brandy
" Japan .....	5 cs Amer Picon, 10 cs Cocktail, 10 cs Creme de Minthe
" Mexico .....	8 cs Cordials, 25 cs Grape Juice, 1 bbl Alcohol
" Philippine Islands .....	2 cs Cherries in Maraschino
" Society Islands .....	20 cs Grape Juice, 29 cs Creme de Minthe, 25 cs Cordials
" Australia .....	5- cs Gin, 53 cs Cherries in Maraschino, 15 cs Cider, 8 cs Syrups
" Society Islands .....	1 cs Liqueurs
" Australia .....	2 cs Grape Juice
" Korea .....	5 cs Grape Juice
" New York .....	20 cs Fruit Juice
Total .....	1037 cs, 10 bbls, 1 oct, 1 kg, 78 gal
Value .....	\$8,895

#### IMPORTS BY SEA.

##### Foreign.

FROM MARCH 20, 1912, TO APRIL 20, 1912.

FROM NEW YORK (via Salina Cruz)—Per Missouriian, March 21.

5 cs Cordials .....	San Francisco.
1 csk Wine .....	San Francisco.
25 cs Wine .....	San Francisco.
1228 cs Whisky .....	San Francisco.
15 cs Brandy .....	San Francisco.
25 cs Lime Juice .....	San Francisco.
14 bbls Whisky .....	Stockton.
6 bbls Whisky .....	Seattle.
6 cs Lime Juice .....	Seattle.
15 bbls Whisky .....	Portland.
5 cs Gin .....	Portland.
10 cs Bitters .....	Portland.
125 bbls Beer .....	Honolulu.
200 cs Grape Juice .....	Honolulu.
3 cs Bitters .....	Honolulu.
15 csks Wine .....	Portland.

##### FROM EUROPE—SAME VESSEL.

250 cs Beer .....	San Francisco.
60 csks Mineral Water .....	San Francisco.
148 cs Wine .....	San Francisco.
400 cs Champagne .....	San Francisco.
1 keg Liqueurs .....	San Francisco.
2 octs Brandy .....	Seattle.
82 cs Wine .....	Seattle.
10 cs Liqueurs .....	Seattle.
10 cs Bitters .....	Seattle.
150 cs Gin .....	Honolulu.
150 cs Beer .....	Portland.
15 cs Wine .....	Portland.
2 csks Whisky .....	Los Angeles.
100 bbls Stout .....	Los Angeles.
70 bbls Ale .....	Los Angeles.
70 cs Beer .....	Los Angeles.
3 butts Wine .....	Los Angeles.
1 hhd Wine .....	Los Angeles.

##### FROM ANTWERP—Per Indlen, March 23.

100 cs Beer .....	San Francisco.
105 cs Wine .....	San Francisco.
12 cs Champagne .....	San Francisco.

##### FROM NEW YORK (via Ancon)—Per Pleiades, March 24.

80 bbls Whisky .....	San Francisco.
50 cs Gin .....	San Francisco.
1 bbl Gin .....	San Francisco.
10 cs Gin .....	Los Angeles.
10 bbls Whisky .....	Sacramento.

##### FROM NEW YORK (via Ancon)—Per Aztec, March 25.

183 bbls Whisky .....	San Francisco.
56 bbls Rum .....	San Francisco.

##### FROM EUROPE—SAME VESSEL.

50 cs Wine .....	San Francisco.
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##### FROM NEW YORK (via Salina Cruz)—Per Lyra, March 26.

27 cs Liqueurs .....	San Francisco.
25 cs Whisky .....	San Francisco.
1 bbl Wine .....	San Francisco.
1 hhd Wine .....	San Francisco.
2 csks Wine .....	San Francisco.
3 bbls Gin .....	San Francisco.
121 cs Gin .....	San Francisco.
9 bbls Whisky .....	San Francisco.
8 cs Wine .....	San Francisco.
2 cs Brandy .....	San Francisco.
30 cs Gin .....	Sacramento.
5 bbls Gin .....	Sacramento.
663 cs Grape Juice .....	Seattle.
15 bbls Whisky .....	Tacoma.
5 cs Cocktails .....	Tacoma.
3 bbls Cocktails .....	Tacoma.

##### FROM ANTWERP—Per Crown of Toledo, March 28.

1185 cs Absinthe .....	San Francisco.
485 cs Mineral Water .....	San Francisco.
174 cs Wine .....	San Francisco.
2 butts Wine .....	San Francisco.
276 cs Liqueurs .....	San Francisco.
400 cs Vermouth .....	San Francisco.
760 cs Brandy .....	San Francisco.
25 octs Brandy .....	San Francisco.
1536 cs Whisky .....	San Francisco.
2678 cs Gin .....	San Francisco.
10 cs Rum .....	San Francisco.
75 bbls Stout .....	San Francisco.
15 bbls Ale .....	San Francisco.
100 cs Lime Juice .....	San Francisco.
350 cs Beer .....	San Francisco.
50 cs Stout .....	San Francisco.



5	bbls Beer	San Francisco.
5	octs Whisky	San Francisco.
1	hhd Whisky	San Francisco.
0	cs Spirits	San Francisco.
5	cs Kirsch	San Francisco.
0	cs Fernet	San Francisco.
0	cs Bitters	San Francisco.
5	cs Whisky	Los Angeles.
5	cs Absinthe	Los Angeles.
6	cs Champagne	Los Angeles.
5	cs Wine	Los Angeles.
0	cs Brandy	Los Angeles.
2	octs Brandy	Los Angeles.
0	cs Vermouth	Los Angeles.
0	cs Gin	Los Angeles.
0	cs Beer	Los Angeles.
5	cs Whisky	Victoria.
5	csks Whisky	Victoria.
8	cs Wine	Victoria.
12	cs Liqueurs	Victoria.
3	cs Whisky	Vancouver.
6	csks Whisky	Vancouver.
0	octs Brandy	Vancouver.
6	cs Brandy	Vancouver.
10	cs Gin	Vancouver.
1	csk Gin	Vancouver.
5	qr. csks Rum	Vancouver.
15	octs Rum	Vancouver.
0	cs Beer	Vancouver.
0	cs Vermouth	Vancouver.
0	cs Fernet	Vancouver.
5	cs Bitters	Vancouver.
5	cs Absinthe	Vancouver.
5	pipes Wine	Vancouver.
2	punchons Rum	Vancouver.
3	qr csks Wine	Vancouver.
5	cs Benedictine	Vancouver.
5	cs Wine	Vancouver.
0	cs Cordials	Vancouver.
5	qr csks Brandy	Vancouver.

## FROM EUROPE (via Ancon)—Per Acapulco, March 28.

7	bbls Stout	San Francisco.
0	csks Whisky	San Francisco.
8	cs Wine	San Francisco.
1	csk Wine	San Francisco.
5	sixth csks Wine	San Francisco.
0	octs Wine	San Francisco.
0	cs Vermouth	San Francisco.
0	cs Brandy	San Francisco.

## FROM NEW YORK (via Ancon)—Per Pennsylvania, March 30.

0	bbls Whisky	San Francisco.
5	bbls Wine	San Francisco.

## FROM NEW YORK (via Salina Cruz)—Per Mexican, March 31.

3	bbls Gin	Honolulu.
1	bbls Beer	Honolulu.
8	cs Wine	Honolulu.
5	cs Brandy	Honolulu.
5	cs Wine	Tacoma.
5	bbls Wine	Tacoma.
5	bbls Whisky	Seattle.
5	cs Whisky	Seattle.
6	cs Liqueurs	Seattle.
4	cs Cordials	Portland.
1	hhd Fruit Juice	Portland.
1	bbl Wine	Portland.
7	bbls Whisky	Portland.

## FROM EUROPE—SAME VESSEL.

0	cs Wine	Portland.
0	cs Whisky	Portland.
2	hhd Whisky	San Diego.

## FROM LIVERPOOL (via Seattle)—Per Watson, March 31.

5	octs Whisky	San Francisco.
0	cs Liqueurs	San Francisco.

## FROM KOBE, JAPAN—Per Mongolia, March 31.

0	csks Sake	San Francisco.
2	cs Sake	San Francisco.

## FROM NEW YORK (via Salina Cruz)—Per Nebraskan, April 4.

0	cs Gin	San Francisco.
5	bbls Gin	San Francisco.
9	cs Wine	San Francisco.
1	csk Wine	San Francisco.
4	cs Whisky	Sacramento.
2	cs Gin	Fresno.

## FROM KOBE, JAPAN—Per Nippon Maru, April 4.

6	csks Sake	San Francisco.
2	cs Sake	San Francisco.
0	csks Sake	Los Angeles.
0	cs Sake	Los Angeles.

## FROM VICTORIA—Per Umatilla, April 6.

0	cs Whisky	San Francisco.
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## FROM EUROPE (via San Juan)—Per San Juan, April 6.

400	cs Champagne	San Francisco.
35	cs Wine	San Francisco.

## FROM HAMBURG—Per Setos, April 9.

200	cs Mineral Water	San Francisco.
1	bbl Whisky	San Francisco.

## FROM NEW YORK (via Salina Cruz)—Per Columbian, April 11.

67	bbls Whisky	San Francisco.
21	bbls Gin	San Francisco.
6	hf bbls Gin	San Francisco.
5	csks Gin	San Francisco.
10	cs Wine	San Francisco.
50	cs Champagne	San Francisco.
1	cs Liqueurs	San Francisco.
65	bbls Rum	San Francisco.
5	bbls Whisky	Stockton.
4	cs Brandy	Sacramento.
11	bbls Whisky	Portland.
30	cs Whisky	Portland.
1	cs Lime Juice	Portland.

## FROM EUROPE—SAME VESSEL.

120	cs Whisky	Portland.
10	cs Rum	Portland.
35	csks Whisky	Portland.
20	cs Gin	Portland.
200	cs Whisky	Seattle.
15	cs Rum	Seattle.

## FROM NEW YORK (via Salina Cruz)—Per Isthmian, April 17.

720	cs Whisky	San Francisco.
3	cs Brandy	San Francisco.
30	cs Wine	San Francisco.
5	bbls Whisky	San Francisco.
5	bbls Wine	San Francisco.
5	cs Cordials	San Francisco.
2	octs Gin	San Francisco.
5	cs Gin	San Francisco.
2	kegs Gin	San Francisco.
10	cs Rum	San Francisco.
2	hhd Wine	San Diego.

## FROM ANTWERP—Per Craftsman, April 15.

1415	cs Beer	San Francisco.
4425	cs Gin	San Francisco.
47	cs Rum	San Francisco.
8	octs Wine	San Francisco.
276	cs Spirits	San Francisco.
160	cs Brandy	San Francisco.
250	cs Amer Picon	San Francisco.
1338	cs Absinthe	San Francisco.
17	cs Liqueurs	San Francisco.
1043	cs Wine	San Francisco.
4	hhd Wine	San Francisco.
2	csks Wine	San Francisco.
259	cs Cordials	San Francisco.
1700	cs Vermouth	San Francisco.
700	cs Whisky	San Francisco.
60	bbls Stout	San Francisco.
20	bbls Ale	San Francisco.
230	bbls Beer	San Francisco.
175	cs Stout	San Francisco.
300	cs Mineral Water	San Francisco.
610	cs Gin	Los Angeles.
5	cs Rum	Los Angeles.
50	cs Liqueurs	Los Angeles.
200	cs Absinthe	Los Angeles.
1	pipe Wine	Los Angeles.
150	cs Fernet	Los Angeles.
85	cs Whisky	Los Angeles.
550	cs Vermouth	Los Angeles.
28	cs Wine	Los Angeles.
25	cs Brandy	Los Angeles.
3	cs Beer	Los Angeles.
125	cs Absinthe	Vancouver.
57	cs Champagne	Vancouver.
727	cs Gin	Vancouver.
500	cs Lime Juice	Vancouver.
5	hhd Lime Juice	Vancouver.
15	octs Whisky	Vancouver.
455	cs Whisky	Vancouver.
300	cs Stout	Vancouver.
400	cs Brandy	Vancouver.
2	hhd Brandy	Vancouver.
240	cs Liqueurs	Vancouver.
50	bbls Ale	Vancouver.
230	cs Vermouth	Vancouver.
50	cs Champagne	Vancouver.
18	qr csks Wine	Victoria.
45	cs Wine	Victoria.
40	cs Beer	Victoria.

## FROM ANTWERP—Per Crown of Oregon, April 17.

200	cs Absinthe	San Francisco.
10	cs Kirsch	San Francisco.
76	cs Wine	San Francisco.
250	cs Vermouth	San Francisco.

E.O.SCHRAUBSTADTER

ESTABLISHED 1864

E.A.GROEZINGER

A.FINKE'S WIDOW

HIGH - GRADE  
SPARKLING WINES

809 MONTGOMERY STREET. SAN FRANCISCO, CAL.

TELEPHONES: KEARNY 709

HOME C 3322

2	csks Vermouth	San Francisco.
2	butts Wine	San Francisco.
299	cs Amer Pleon	San Francisco.
675	cs Whisky	San Francisco.
53	cs Liquors	San Francisco.
2	bbis Liquors	San Francisco.
10	octs Brandy	San Francisco.
500	cs Brandy	San Francisco.
200	cs Gin	San Francisco.
50	cs Beer	San Francisco.
225	bbis Beer	San Francisco.
365	cs Mineral Water	San Francisco.
90	cs Liquors	Los Angeles.
10	cs Rum	Los Angeles.
2	cs Bitters	Los Angeles.
28	cs Wine	Los Angeles.
260	cs Mineral Water	Los Angeles.
35	cs Gin	Victoria.
97	cs Wine	Vancouver.
309	cs Liquors	Vancouver.
360	cs Lime Juice	Vancouver.
25	cs Absinthe	Vancouver.
16	octs Wine	Vancouver.
300	cs Brandy	Vancouver.
4	qr csks Brandy	Vancouver.
20	cs Champagne	Vancouver.
1695	cs Whisky	Vancouver.
5	csks Whisky	Vancouver.
4	butts Wine	Vancouver.
54	qr csks Wine	Vancouver.
2	pipes Wine	Vancouver.
475	cs Gin	Vancouver.
55	cs Rum	Vancouver.
240	cs Beer	Vancouver.
20	cs Vermouth	Vancouver.
100	cs Kummel	Vancouver.
24	octs Rum	Vancouver.
40	bbis Rum	Vancouver.
200	cs Ale	Vancouver.
250	cs Stout	Vancouver.
5	octs Gin	Vancouver.

## IMPORTS BY RAIL IN BOND.

FROM MARCH 20, 1912, TO APRIL 20, 1912.

## Via New Orleans—

7	octs Brandy	From Liverpool.
610cs	Champagne	" Antwerp.

## Via Boston—

34	cs Wine	From Rotterdam.
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## Via New York—

21	cs Wine	From London.
2	cs Brandy	" London.

## CALIFORNIA WINE TO NEW YORK IN MARCH

From San Francisco, SS. Californian.

260	bbis.	C. Manzella & Son
250	"	French-American Wine Co.
75	"	North California Wine Co.
60	"	M. B. Mosso
100	"	U. Botta
150	"	Croce & Beutti
500	"	Lagomarsino Wine Co.
216	"	A. Rudini
123	"	Savoy Wine & Importing Co.
100	"	Order

From San Francisco, SS. Hawaiian.

1800	bbis.	Sonoma Wine & Brandy Co.
425	"	California Wine Association
130	"	C. Jouard

100	"	North California Wine C
65	"	Chas. Fro
150	"	E. L. Spellman & C
210	"	Cioeca-Lombardi Wine C
400	"	French-American Wine C
100	"	Chas. Stern & So
500	"	Italian-Swiss Color
435	"	Ord

From San Francisco, SS. Advance.

54	bbis.	C. Schilling & C
63	"	Sonoma Wine & Brandy C
92	"	Italian-Swiss Color

From San Francisco, SS. Cristobal

225	bbis.	Chas. Stern & So
1018	"	California Wine Associati
500	"	Samuels Bros. & C
1600	"	Sonoma Wine & Brandy C
60	"	J. Loeffler & C
618	"	C. Schilling & C
792	"	Lachman & Jacc
879	"	Italian-Swiss Colo
58	"	Italian Vineyard C
143	"	Roma Wine C

From San Francisco, SS. Panama.

282	bbis.	C. Schilling & C
250	"	California Wineries & Distiller
145	"	Roma Wine C
460	"	Scatena Br
223	"	French-American Wine C
3097	"	California Wine Associati
1025	"	Italian-Swiss Colo
483	"	Lachman & Jacc
25	"	Sonoma Wine & Brandy C
197	"	Order

From San Francisco, SS. Alliance.

1312	bbis.	California Wine Associati
272	"	Sonoma Wine & Brandy C
78	"	Chas. Sterns & Sos
205	"	E. L. Spellman & C
44	"	S. F. Petts & C
67	"	E. E. Gray & C
39	"	C. Schilling & C
105	"	Order

**LASH'S BITTERS**  
TONIC LAXATIVE

# WILLIAM WOLFF & COMPANY

## IMPORTERS AND COMMISSION MERCHANTS

**HIRKER, GREER & CO. }**  
**JAS. SAUNDERS & CO. }**

58 BEALE STREET, SAN FRANCISCO

PACIFIC COAST DISTRIBUTORS FOR

**IRISH AND**  
**SCOTCH WHISKIES**

JOHN DE KUYPER &amp; ZOON, Rotterdam ..... Holland Gin

M. B. FOSTER &amp; SONS, London ..... Guinness's Stout, Bass's Ale

CANTRELL &amp; COCHRANE, Belfast ..... Ginger Ale and Sarsaparilla

"QUENCHY," French Vichy Lemonade, bottled at the Spring "La Francaise," St. Yorre, Pres., Vichy, France.

AMERICAN WHISKIES BOTTLED IN BOND AND IN BULK

BOND &amp; LILLARD MELLWOOD OLD HORSEY RYE OLD WATERMILL BELMONT OLD GOVERNMENT

AND OTHER STAPLE BRANDS

IMPORTERS OF

VINTAGE WINES, STAPLE CORDIALS, BITTERS, PRESERVES, OLIVE OIL, ETC.

## Strenuous Opposition to Vicious Webb Bill

(Continued from Page 19)

legitimate purveyor will profit, for there is no denying the fact that if people in a community want to obtain liquor, it cannot be prevented by any law. The law will simply be circumvented in one way or another, and the Government, and the laboring classes employed in the industries affected, as well as the concerns whose money is invested in the liquor business, will be the chief sufferers.

We beg to remain,

Yours very truly,

NATIONAL BREWING COMPANY,  
C. G. J. Josue, Secretary.

## Evil Features of the Measure

San Francisco, April 4, 1912.

EDITOR WINE AND SPIRIT REVIEW—Dear Sir: Reply-  
ing to your favor of a recent date we are pleased to note the interest taken in looking toward defeat of the Kenyon and Webb bills, respectively S. 4043 and H.R. 17593, in the United States Senate and House of Representatives, relating to the shipment of liquors in Interstate Commerce.

Individually and collectively the wine, brewing and liquor interests of California have brought the importance of the question before our California Senators and Representatives. Special thanks are due to Representatives Needham and Kahn as well as Senator Perkins for the stand they have taken in our behalf, though it is to be regretted we do not receive the unanimous support of the entire California delegation. In addition to our efforts the National Wholesale Liquor Dealers' Association of America are exerting their influence throughout the whole of the United States, and it is to be hoped that our interests will have the opportunity of presenting our side of the question before both houses of Congress in an orderly, comprehensive and dignified manner, in which event the exercise of ordinary common sense should result in the measures being defeated.

We are advised that the bills as drawn are probably unconstitutional, but leaving aside the question of constitutionality, the enactment of these measures would—

First—Prevent the growing but harmless distribution of our California wines.

Second—Make serious inroads into the revenue of the Federal Government, which it would be difficult to overcome from other directions.

Third—Take away from the several States and communities the right to handle the question of liquor regulation as they deem best under their police power, which have heretofore been found quite ample.

Fourth—Result in the wholesale destruction of millions of capital today invested by the distillers, brewers, wine men and vine growers, as well as dozens of allied industries.

Trusting that our combined efforts may favorably result, and with thanks for the opportunity of expressing our opinions, we remain,

Very truly,

CROWN DISTILLERIES CO.,  
B. Lilienthal, President.

## Would Destroy Untold Millions of Property

EDITOR WINE AND SPIRIT REVIEW—DEAR SIR: The grape-growing industry ranks second in the State and is becoming more important day by day. The benefit derived by society

from this industry is greater than from any other. Where grapes are grown hardly anything else can be grown. The land is bought in its primitive condition for a few dollars per acre. After years of toil and labor and care the value of the land is brought up to from \$100 to \$300 per acre. The taxes derived from the improved land amount to a large sum.

California wine, as we all know, has been a great booster for this State. It has done great good for the entire United States. It secured the grand prize in Europe in competition with foreign wines, thus bringing credit and attention to the country.

Why, then, should laws be passed to discourage the viticultural industry? Instead, laws should be enacted to encourage it.

There is a movement on hand to pass laws which will practically cripple the viticultural industry. These laws would injure the State in general, hindering progress and hurting every community. They would put out of employment 60,000 people, keep out of the State \$25,000,000 annually and ruin every grower of grapes.

The prosperity of the United States is due to the masses of the laboring men and those men should have the privilege (or, rather, the right which nature grants them) to have wine and beer at their meals. It would be absolutely unjust to pass a law which would deprive them of one of the principal elements of their nutrition. Even if the working masses were entirely in the majority in such a matter, the injustice would be just as great. There is such a thing as the despotism of the greater number as against the smaller number.

The author of the bill in Washington is trying to prevent wine from going through a prohibition State into a "wet" State, but he does not know that there is just as much alcohol in fermented apple juice (cider) as there is in fermented grape juice, and he has omitted cider from the bill. This gentleman must know that cider is shipped all over the New England States. Why has he said nothing about it? Does he wish to give the Eastern farmer full sway by closing the avenue of distribution of the products of the Western farmer? The answer is plain.

Now, Mr. Editor, let all who support the viticultural industry unite and oppose this bill.

Yours very truly,

JOHN A. COROTTO, San Jose, Cal.

## Grape Vines Damaged by Frost in Germany

REPORTS from various parts of Alsace-Lorraine indicate that serious damage has been done to the grapevines by frost. Alsace-Lorraine contains about 25 per cent of all German vineyards.

The winter was abnormally warm and the vines began to bud and grow in January. In the latter part of January and on the night of February 3d there were severe frosts. At Strassburg the temperature fell to 5 degrees Fahrenheit. A report from the Erstein district states that 50 per cent of the vines are so seriously damaged that they will not bear this year. The damage is said to be most important in the lower lying vineyards; on the uplands the vines seem to have escaped serious injury.

Vineyards in the Baden portion of this consular district have also suffered from the cold and frost, but in Baden the production of wine is not very important.

**LASH'S BITTERS**  
TONIC LAXATIVE

### Important to Coast Commerce

IN his recent message to Congress, which dealt mostly with departmental matters, the President touched upon several subjects that are of the most vital interest to the business of the country. The President expressed himself as favorable to the general outline of the Aldrich currency reform plan, although he probably foresees that if the plan is ever adopted it will be after amendments and modifications that will make it hard to recognize, even by Mr. Aldrich himself.

But a matter which invites the keenest interest is that of fixing the Panama canal tolls. It is, of course, a very broad, national question, but it affects the whole country, and especially is it important to every seaport in the United States. The President recommended that such legislation be enacted by Congress as will give the Chief Executive, within a stated limit, the power to prescribe the exact tolls. He expressed the belief that the United States has the power to relieve from the payment of tolls any part of our shipping that Congress deems wise. It is, however, rather difficult to reconcile this with the language of the treaty with England, under which the canal has been constructed, in which it is expressly declared that the canal tolls shall be levied on the ships of all nations alike. However, since statements similar to that made by the President have been several times previously made by high officials of the government and England has not raised her voice in protest, it may be that the interpretation the President has in mind will be, or has already been, tacitly accepted by England.

This interpretation is that the language of the treaty applies to all vessels plying in international commerce, so to speak, and does not apply to vessels plying from port to port of the United States possessions, which is to be regarded as coastwise business. Coastwise business is, of course, business by water between two

American ports, such as Boston and New York and Charleston and Norfolk. Undoubtedly water traffic between San Francisco and Boston would be coastwise, and it seems perfectly logical to classify traffic between any of the United States insular possessions, Hawaii, the Philippines, as under the same head, and of course, the traffic from the Pacific Coast and the insular possessions mentioned would pass through the Panama canal, and the canal itself passes through American territory, the canal zone being a strip of land defined across the Republic of Panama, but actually owned by the United States.

But logically there would seem to be difficulty in the way of this interpretation, and though it seems hard to believe that the President has not arrived at a full understanding with the British government, it is probable that much wrangling will occur first and last. In this event effort will probably be made to get around the difficulty by having Congress vote to American ships in the coastwise trade a bounty equal to canal tolls. Neither England nor any other nation could make objection to this. But if that proposition ever comes up, loaded as it is sure to be with provisions for a further ship subsidy, opposition here at home, of course, will be vigorously made. The situation could not be complicated by vessels flying foreign flags, because such vessels are not permitted to engage in coastwise traffic, but vessels from ports of British Columbia, whether United States or those of any other nation, would be engaged in foreign trade. The foreign ships, it is claimed, on account of lower cost of building, and lower wages paid to sailors, can haul freight very much cheaper than can American vessels. This is not nearly as great as has been represented. But, in any event, there are others who hold to the opinion that the difference have always believed that this difference was not exaggerated. There are others who hold to the opinion that the difference have always believed that this difference was not exaggerated event, the fact that we would be limited to home built and home manned vessels would, undoubtedly, prove a handicap in competing with our neighbors in British Columbia.

## BRANDY PRODUCED

### OFFICIAL REPORT

		Tax. Gals.
<b>FIRST DISTRICT—Month of Mar. 1912.</b>		
Produced and bonded in this district.....		16,113.5
Received from other Districts, California.....		2,760.9
Received from special bonded warehouse, other District, California .....		
Transferred from distillery to special bonded warehouse, Eastern District.....		
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts .....		46,569.2
Exported .....		286.5
Tax Paid .....		49,224.5
Withdrawn from warehouse for Fortification of Wines .....		
Remaining in bond, Mar. 31, 1912 .....		2,133,461.5
<b>FOURTH DISTRICT—Month of Mar. 1912.</b>		
Produced and bonded in this district .....		1,262.3
Transferred from distillery to special bonded warehouse, First District, California .....		2,760.9
Transferred from distillery to special bonded warehouse, Eastern District .....		
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....		3,937.1
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....		4,200.5
Exported .....		
Tax paid .....		10,366.4
Used in Fortification of Wines .....		
Remaining in bond, Mar. 31, 1912 .....		572,081.2
<b>SIXTH DISTRICT—Month of Mar. 1912.</b>		
Produced and bonded in this district.....		1,253.0
Transferred from distillery to special bonded warehouse, First District .....		
Transferred from special bonded warehouse to special bonded warehouse, Fourth District.....		
Transferred from distillery to special bonded warehouse, Eastern District.....		
Transferred from special bonded warehouse to special bonded warehouse, Eastern District .....		1,423.4
Tax paid .....		5,215.5
Used in Fortification of Wines .....		1,510.8
Remaining in bond, Mar. 31, 1912 .....		260,308.9



## Two Important Aids in Wine-Making

By RUDOLPH JORDAN, JR., Author of "Quality in Dry Wines."

A PECULIAR feature about the making of dry wines seems to be the apparent lack of control of the fermentation. The old or conservative methods pursued to a large extent by wine-makers leave this process to nature, and the usual results have therefore not been satisfactory, or at least not as good at times as anticipated. Thanks to scientific investigations of the subject, there is now a greater certainty of the outcome of a vintage, because we are able to counteract, more or less, the unfavorable influences that are apt to mar the product. It has been wisely stated that wine-makers do not consider themselves manufacturers, as they should, and therefore are much to blame for the many poor and indifferent wines they produce.

There seems to be a prejudice against the application of scientific principles, such as other manufacturers have availed themselves of, and the average wine-maker still seems to think that empirical knowledge, or the knowledge solely gained by experience, is the only reliable guide for his vocation. Too much stress has been laid on the art of wine-making, and too little attention has been paid to its *scientific basis*. On the other hand, where more accurate methods have found favor and the results have shown marked improvement, such success has been often ascribed to personal skill, with the usual amount of secretiveness so prevalent among the brothers of the craft. No doubt, it is quite proper to guard effects derived from blending particular varieties, but when there are certain principles of wine-making that are applicable to various localities and which tend to improve the general output, it is time that these be considered from a broader point of view than that of personal profit. For, the advancement of the industry depends very largely upon individual enlightenment, which is only brought about by a more general knowledge of such scientific facts as have been proved to produce wines of better and more stable quality.

The writer has for some vintages been working along the lines of the application not only of the scientific principles involved in the process of wine-making, but also of more accuracy in the operations performed, such as the methods any successful business require. The rush and stress of vintage do not seem to allow much observation or experimenting, but it should be the aim of every progressive wine-maker to employ methods and increase their scope which, by keen observation and records kept of certain manipulations, tend to indicate and effect a general improvement in his wines.

Wine-making, according to such principles, means vastly more than just letting nature take her course with the process. It means, in fact, the guidance of these natural forces, as far as possible, which, unaided or unrestrained, give uncertain results. The conditions which lie beyond the control of the wine-maker are those of the weather, both before and during the vintage, the one affecting the quality of the grapes and the other more or less the character of the fermentations. When, however, the grapes have entered the cellar, it is possible to direct the process of fermentation and to counteract to a large degree the above-mentioned unalterable conditions. Such a control, even though a partial one, constitutes progressive wine-making, and has as a practical result a wine of better quality.

Two of the principal factors responsible for more agreeable wines than under the old methods are *pure yeast* and a *regulated temperature* of the fermentation itself. The latter requisite for quality may apply more particularly to California, where the writer has pursued his work and where the musts are rich and

heavy, but the principle is so broad that even in more inclement climates similar changes for the better are likely to be the result.

Pure yeast as an efficient agent for a better fermentation has been advocated for years by our State University. It is a form of yeast which by selection and cultivation seems to have acquired a greater fitness for its work than the casual yeast furnished by nature during the vintage. The difference between the former and the latter may be exemplified somewhat by calling to mind the difference between the cultivated plant and its type as found in nature. Not every pure yeast, however, will do the same work with light as well as with heavy musts. The climatic conditions of its original habitat, as well as the character of the grapes there existing, have much to do with its vigor and activity in musts of other regions, so that the selection of a proper kind of pure yeast should be determined first by scientific men in a particular region.

There is at all times during a fermentation a constant danger from harmful bacteria entering the must either by reason of a sluggishness of the fermentation or of too high a temperature in the same. If, therefore, we are able to put into the fresh must a fermentative agent of pronounced vigor, there is less likely to be any interference by harmful bacteria. This is especially true of white musts that are allowed to settle for twenty-four hours and kept from starting by a slight addition of sulphurous acid in the form of metabisulphite of potassium, which for the time being paralyzes or kills the possible germs

(Concluded on page 49.)

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THE E. G. LYONS & RAAS CO.

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San Francisco

# PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VINICULTURE



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## Wine makers and Grape Growers Show Fighting Strength

IF anyone questioned the strength of the wine makers and grape growers in California, recent elections in the viticultural sections most certainly have shown them the fallacy of their doubts. On April 8th, the little city of Cloverdale, just above Asti, out of a total vote of 345, went "wet" by a majority of 105 votes, or nearly two to one.

The good work of the strong Protective Grape Growers' Association launched there just before the election, with the assistance of addresses by Senator L. W. Juilliard, Mr. Andrea Sbarboro and H. F. Stoll, secretary of the Grape Growers' Association of California, assured a decisive victory.

On April 10th, the city of Richmond also voted on a drastic "wet" and "dry" initiative ordinance. One of the principal assets of the city of Richmond is the California Wine Association's great plant at Winehaven, and the voters of that town, realizing that this important concern would not even be able to allow visitors to take a sip of wine when inspecting the plant, defeated the prohibition measure by a majority of 1,071.

It was felt that the women voters might not see the matter in the right light, but the handsome majority rolled up in both these towns shows conclusively that the women may be depended upon to do the right thing at the right time. To further emphasize this point, we would call the attention of our readers to the elections that took place in the four supervisorial districts in Contra Costa County on April 22d. In the rural districts, where only one side of the question has been presented, there has been a tendency to vote "dry," but some good educational work was done in Contra Costa County, which is one of California's most important viticultural sections. Senator A. S. Ruth and Secretary Stoll, of the Grape Growers' Association of California, explained the meaning of the Wyllie local option bill at length, and there is no doubt that they converted a large number of the doubtful voters with their convincing logic.

During the coming month there will be a number of "license or no license" elections in Sonoma, Fresno, Sacramento, San Benito, and Alameda counties, and we have no doubt that the results will be equally as gratifying.

After these sections have gone "wet," however, we are certain that efforts will be made to strictly regulate the undesirable saloons and disreputable roadhouses with which some of these sections are unfortunately affected.

## Why not Attend to His Official Duties?

JUDGING from the reports through the press of the whereabouts and activities of President Jordan, of the Stanford University while preaching Prohibition, the time he devotes to earning his salary as the executive head of the great institution must be practically nil.

At least that portion of the community which does not believe in Prohibition has the right to regard Professor Jordan as a meddlesome busy-body, injecting his personality into the local affairs of many communities where he is not wanted. They have the further right to the opinion that his place is in Palo Alto, presiding as head of the big University. Certainly his time could be better utilized than in going around the country barn-storming, making declarations as to Prohibition and its accomplishments which are an insult to the intelligence of the average citizen, and furthermore are not facts.

A pertinent question is Why does Professor Jordan do this?

## Crazy Porterville

THE little town of Porterville, Cal., is quite successful in doing things to keep on the map, as far as getting into the newspapers is concerned. Porterville adopted the "dry" policy some time ago. The town was plenty "wet" just the same. They blamed the druggist and, in order to prevent the Portervillian from getting his "schnaps" from the pharmacist, they passed another law which limits the sale of whisky by a druggist within twenty-four hours to any one party to six ounces. This is to be upon a physician's bona fide prescription. However, six ounces of the kind of whisky a man would get into his system under regulations such as exist in Porterville ought to be sufficient to give him quite a run for his money and trouble. Now that the Porterville Trustees have screwed down this side of the lid, just watch the "blind pig" and the "bootlegger" get busy. You won't have long to wait.

## Another Sample of the Jug-Handle Option Law

ANOTHER example of the unfairness of the jug-handle local option law which our recent freak legislature handed to the people of California comes from the town of Merced. The vote for local option and against it was a tie. One would naturally think in all fairness, this being the case, that the election would have no effect; but this jug-handle law says that "unless a majority of the votes cast on this question at such election are in favor of licensed territory described in the petition, there shall be no licensed territory on and after 90 days from the date of said election." In other words, where the community cannot by their ballots decide upon a vital question like this, this unfair law steps in and arbitrarily decides the victory unfairly in favor of one side as against the other—a principle never heard of before in this country, where the majority rule is supposed to be the only rule.

## Poor Old Hanford

THE majority of the people in Hanford, unwisely, we think, decided they wanted the town "dry" and they voted that way because the anti-saloon spellbinders had hypnotized them into believing that a "dry" town would be the acme of prosperity. A few miles away the rival town of Lemoore would have none of the prohibition and voted their town "wet" by a good majority.

It is not difficult to predict the result as to the future progress of the two places. Lemoore will be alive and progressive and will get the business, while Hanford can take two years to wonder why she did it and then a long time to recover from the effects thereof.

### Another University Desert In Sight

THE proposed conversion of Santa Clara College into Santa Clara University promises to start a new desert in the heart of the great Santa Clara County. Under the law, when a college becomes a university, it will be unlawful to sell intoxicating liquors within a radius of one and one-half miles of that institution, provided that it has 500 students living on the campus. Santa Clara University will have more than that number, and under the operation of the law it will, within that one and one-half mile limit, put twenty retail liquor places out of business. What makes this particularly offensive to the people of that community is the fact that there is a general demand for saloons, and they are all well patronized. There seems to be no way to avoid the operation of this law, and there is no doubt that the majority of the Santa Clarans will wish that they had not converted their college into a university and therefore landed themselves in a region of genuine prohibition.

### Good Game Fighter

ONE of the best fights against prohibition and its attendant "blind pigs" is being put up by the *Byron Times*, Contra Costa County. Our old friend, "Harry" Hammond, an indefatigable hustler, not only publishes the best country weekly on the coast, but he is giving the Anti-Saloon Leaguers a high old time to find answers to his able exposure of prohibition and its promoters. The REVIEW congratulates the Publisher.

### Much Abused Word "Temperance"

IT is curious how we regard the word "temperance." To thousands it means nothing more than abstinence from alcohol. We know mothers, for instance, who ardently write and valiantly preach temperance to the "poor and down-trodden," but who daily teach intemperance to their own children by allowing them to make playthings of their stomachs, and who are training those children to exaggerate the importance of appetite and desire. Those mothers do not seem to realize that there is more than one way of teaching self-control, and that the idea that we must do and have everything that other people do and have causes just as much misery as intemperance in alcohol. There are scores of so-called "temperance" women who ought to take down their dictionaries and get a broader and truer meaning of the word which they so earnestly advocate. The only evil in the world is not the appetite for alcoholic stimulant: the world is full of things that we cannot have, things that could not be good for us if we had them. To recognize that fact and to be able to rise above it means "temperance" just as much as to rise above the single desire for strong drink.—*Ladies' Home Journal*.

### Dried Black Grapes

FOR the first time in the history of the business, Europe is reported to be buying dried black grapes for shipment from California, presumably for wine making purposes. Among recent transactions was one covering five cars, which were bought by one concern. Dried black grapes are not much of a commercial article in this market, being bought almost if not entirely for distilling purposes and chiefly by the Jewish trade. It is the opinion of prominent operators in Coast dried fruits that if Europe shows increasing appreciation of this product it is only a question of time when dried black grapes will be a thing of the past, so far, at least, as this market is concerned.—*N. Y. Journal of Commerce*.

## Voice of a Safe and Sane Press

**STRAIGHT TALK FROM PORTLAND:**—Of forty prosecutions for violation of the Sunday law in Portland last year, only one defendant was a member of the Retail Liquor Dealers' Association, and, because of his conviction, he was expelled from the organization.

The association declares that it favors the enforcement of all laws, and that its members want officials elected who will impartially apply the laws. Its president declares that its members will remain out of politics, except to fight prohibition.

This is an attitude by the more respectable liquor dealers that will command the respect of the public. It is an apparent effort by them to reform the traffic from within.

No course could be taken that will do more to disarm the prohibition movement. No policy can do more to allay the bitter and growing hostility to the liquor traffic.

It is the deadfalls and the breaking of the law by deadfalls that supply the opposition to the traffic with its most effective arguments.—Portland (Oregon) Journal, April 2, 1912.

**WARNED BY EXPERIENCE:**—There is over \$500 a day spent in the Richmond saloons on an average, every day in the year. We admit that it is wrong and that it ought not to be, but that does not detract from the fact that it is true, nor does it bear whatever on the further fact that if these saloons are closed that money will simply be diverted into other saloons in our neighboring cities and deprive Richmond of that amount in local circulation, and you cannot stop it or get around it any more than you can sweep back the tide of the ocean with a broom. We have seen it tried dozens of times under similar circumstances and never knew it to fail. We have seen hundreds of Colorado miners come down off the hills with their month's pay in their pockets into a "closed" town and take the train right out to Denver to spend the money just as fast as they could change clothes and buy tickets. And so it would be in Richmond.—Richmond (Cal.) Record-Herald, April 2, 1912.

**INSIDIOUS PROHIBITION IDEA:**—On April 25 the second supervisorial district of this county, including practically all the country west of Redding, and out into the French Gulch country, will vote on the liquor question. Inasmuch as Redding is the common shipping point for that entire section it behooves our business interests to pay attention to this election and assist the voters in coming to an opinion as to the merits of retaining the liquor license and strict regulation. It should be the aim of Redding to see that the insidious idea of prohibition be given no foothold or entering wedge in the prolific district to our west.—Redding (Cal.) Register, April 12, 1912.

**THE EFFORT WORSE THAN WASTED:**—The liquor question has been hotly contested at very many of the municipal elections held in the State last Monday. Many heart-burnings, much ill-feeling and, in many cases, undying hatred, among neighbors and former friends is the result. In the north, the "wets" were generally successful and in the south the "drys." The worst feature of the case is that, notwithstanding all the energy put forth by the partisans of both sides, all the enmities, all the bitterness, all the disturbance and interference with business, nothing is settled. All the labor and feeling is worse than wasted. The dry partisans will point to their "victories" as examples of progress in the right direction, but that is a delusion. In a community where there is but a bare majority in favor of suppression of the liquor traffic, what possible chance is there of enforcing laws prohibiting the sale of liquor? Public opinion is everywhere the court of last resort, and public opinion is bound by no laws and no constitutions.—Montague (Cal.) Messenger, April 13, 1912.

**A HYPOCRITICAL CAMPAIGN:**—It is inconceivable that the people of the Fourth and Fifth Supervisorial Districts, Sacramento, will vote with the "dry" element. Surely they know what such a result would mean. The Independent is convinced that they do and is not worried; but that the agitation could have been carried this far is little short of outrageous. A great industry is jeopardized. A business that effects thousands of acres of vineyards and the prosperity of hundreds of farmers is rendered unstable. The foundation of industrial well-being is shaken, merely that a hypocritical campaign may be carried to the point of a popular ballot.—Yolo Independent.

When in need of a medicinal Blackberry, do not fail to call for **LYONS' PERFECTION BLACKBERRY CORDIAL**. Guaranteed absolutely pure.

THE E. G. LYONS & RAAS CO.

# PHIZES

FOURTH SERIES; BUILDERS OF CALIFORNIA'S GREAT WINE INDUSTRY AND THOSE AFFILIATED THEREWITH. NEXT GROUP MAY ISSUE.



ARTHUR LACHMAN

MR. ARTHUR LACHMAN is the eldest son of Abraham Lachman, the founder of the house of Lachman & Jacobi. He was born in San Francisco, December 4, 1873. Mr. Lachman has had a very thorough technical education. He completed his education in the University of California and the University of Munich, applying himself to the study of chemistry. He practiced the profession of chemistry for nine years. He is a member of various scientific societies, among which may be mentioned the American Chemical Society, the German Chemical Society and the Society of Chemical Industry. He is interested in the Cupertino Distilling Company and conducts his business at Second and Bryant streets in San Francisco. His specialty is the bottling and blending of high grade wines and fruit brandies. From 1905 till 1909 Mr. Lachman was the general manager of the firm of Lachman & Jacobi and had charge of the reconstruction of their business after the fire. He designed and built the great plant of the firm at Petaluma. Mr. Lachman is a resident of the city of Berkeley.



EUGENE HENRI LANCEL

MR. EUGENE HENRI LANCEL was born in the Department of Somme, France, October, 1857. He received his earlier education in the Lycee of Amiens, but, as he came to America when very young, he completed his education at the Christian College of Santa Rosa. He came to California in September, 1871, first residing in Stockton and afterward in Sonoma county, where he commenced his career as a grower. He is the head of the house of E. H. Lancel Company, which has its headquarters at 549 Washington street in San Francisco. Mr. Lancel has applied all his energy to the industry and has given as little time as possible to politics. For this reason he is as closely identified with the State's material progress as a man can be. During the 40 years of assiduous labor which Mr. Lancel has devoted to business, he has given largely of his attention to the development of high grade wines and it is due greatly to him that the State has won fame for its viticultural products. Mr. Lancel has made his residence in Alameda.

## A Corner In Burgundy

A DESPATCH from New York states that a New York syndicate which has been purchasing wines in the Burgundy districts of France for many years has cornered the 1911 output of Burgundy at an expense of about \$3,000,000. The crop, it is said, is much smaller than usual, but of remarkable quality. Several large hotels in New York, Boston, Philadelphia, Chicago and Washington are interested in the syndicate.

The accomplishment of the "corner" means that English and Continental bidders for the 1911 Burgundy will have to purchase at whatever price the syndicate chooses to exact.

## Wine Growers Favor Bigelow to Succeed Dr. Wiley

WASHINGTON (D. C.), March 25.—Congressman Needham presented today the California Wine Growers' endorsement of Dr. W. T. Bigelow to succeed Chief Chemist Wiley. Needham protests against the appointment of a partisan in the Wiley controversy.

The guests at the annual banquet of the San Francisco Real Estate Board at the Palace Hotel on Thursday evening, April 12th, were served E. H. Rixford's 1904 La Questa Claret and the Italian-Swiss Colony's Grand Prix Champagne, Golden State Extra Dry.



## SEATTLE AND NORTHWEST NEWS

SEATTLE, April 20, 1912.—Mayor George F. Cotterill, of Seattle, has gone on record as not being opposed to the existence of orderly saloons. While the city council is at arm's length with him as far as certain policies are concerned, Mayor Cotterill is having considerable friction with it on the liquor question. This is very likely due to the fact that the mayor and the council do not understand each other on certain points until after they have broken off each other's horns.

Recently the mayor vetoed the bill renewing the licenses of the Alaskan Bar at 501 Third avenue, and the Seward Hotel at 511 Third avenue, on the ground that the charter provides that there shall not be two saloons in the face of one block. The council ruled that both establishments have been in existence because of the understanding that the charter did not intend to prevent the operation of bars in hotels of more than 100 rooms, regardless of the number in a block. The council passed the bill over the mayor's veto and the result has been that the mayor has had to straighten himself out on such matters.

The city council has put an end to the unscrupulous methods of the so-called purity squad of the police department by passing a bill, April 15th, without a dissenting vote, making it a misdemeanor for any minor to enter a saloon, attempt to buy liquor or to misrepresent his age in order to obtain liquor. A fine of \$100 or 30 days in jail, or both, may be imposed in case of conviction. This bill makes minors as liable to punishment as saloon-keepers. The council believes that the sword of justice should have two edges, and it has found a way of giving the additional edge by which the said sword may cut both ways. The police department has been rejoicing in the use of the one-edged sword of persecution. It has been schooling minors to entrap saloon-keepers with impunity, and by the use of falsehood and abuses of confidence has been making criminals out of men who are just as law-abiding as the police purity squad, if not more so. The bill just passed will make the game of catching saloon-keepers one of fair play; in other words, one in which both players have equal chances of losing.

Mr. F. H. Pettit, the commissioner of public safety of the city of Tacoma, has been the subject of much inquisition on account of his lack of enforcement of the anti-treat law. Mr. Pettit has often declared that he has made a very honest effort to enforce the law, but has been unsuccessful. It is his belief that the law cannot be enforced, except at great expense, inasmuch as the regular police force cannot work up the cases. To get results strangers must be employed at large salaries, and there is no money at hand for the purpose. Mr. Pettit finds that the best policy is to stop all prosecutions, as the law is a failure.

The majority of the members of the new Tacoma Commercial Club has decided that a buffet shall be permitted in the club. There has been considerable disturbance on this subject, but henceforth the club will find tranquillity.

At Colfax, Wash., two men were arrested and sentenced to 30 days' imprisonment for drinking liquor on a passenger train.

Mr. Charles L. Holmes, who was convicted of violating the

local option law of Everett by soliciting orders by mail from Seattle, will be granted a new trial.

The three saloons opposite the Northern Pacific station between Yakima avenue and A street, in North Yakima, Wash., were closed March 29th by order of the city commissioners, acting on a resolution passed September 30th last year. The commissioners have offered to select a new site for two of the saloons and the proprietors will very likely take advantage of this.

Citizens of Eugene, Oregon, met April 5th for the purpose of securing a reversal of the Supreme Court decision in the Springfield liquor case. A local option election was held in Springfield last fall with the result that the voters decided in favor of saloons. The Prohibitionists appealed to the Supreme Court, which held that the election was valid and the saloons were opened in consequence. The Prohibitionists claim that the district attorney, E. R. Bryson, was influenced by the liquor elements or was incompetent in handling the case, but the people at large believe that the strictures on the character of Mr. Bryson are entirely unjust and uncalled for.

At Lebanon, Ore., the W. C. T. U. is holding a big temperance rally in which woman suffrage is being eulogized for the greater part.

The Prohibitionists of Lewiston, Idaho, have started the *Searchlight*, which will be one of the features of the campaign.

Carrying 216,000 quart bottles of whisky and 528,000 half-pint bottles of beer and stout for Seattle, one of the greatest shipments of wet goods ever sent to a North Pacific port, the *Talthybius*, the gigantic "baby" liner of the Blue Funnel fleet, has reached port on her maiden voyage. She left Liverpool February 4th for the Orient, whence she came to the Sound with cargo for Seattle, Tacoma, Vancouver and Victoria, maintaining an average of fourteen knots an hour on the voyage across the Pacific.

Seattle's 216,000 quart bottles of whisky, approximately two bottles for each adult resident of that town, is valued at \$180,000. The beer and stout are valued at \$110,000.

As each whisky bottle is slightly more than a foot long, the officers figure that if they were placed end to end they would form a thin, straight line of forty-one miles of spirits, while the beer and stout, arranged in the same order, would make a line of nearly fifty miles.

The estimate increased acreage devoted to hops in Oregon is placed at 10,000 acres. Portland reports that there is a better feeling for hop contracts and 26c a pound is being freely offered for 1912s. Little business is resulting in the Willamette valley at this time as growers generally are not anxious to tie up their crops.

### Incorporations

Los Angeles Wine Company—Capital stock, \$25,000; subscribed, \$6. Directors: H. S. Baer, W. G. O. Fox, H. C. Weiner.

### The Duro and Its Vineyards

THE wine known as port has passed through various stages before the present type became fixed. When the shipments of wine from Portugal first began is not recorded, but it is probable that the English knights, who landed in Portugal on their way home from the Crusades and assisted the king in fighting the Moors, found the wine more palatable than that produced in England, and laid in a stock before venturing on crossing the stormy Bay of Biscay, and that the hardy fishermen of Devon and Cornwall, who brought salted fish to Portugal, took back wine in exchange, their principal port being Vianna do Castello, about thirty miles north of Oporto, the wine being of a light acid character, owing partly to the soil and partly to the custom of training the vines up trees.

It is certain, however, that towards the middle of the seventeenth century the wines of the Douro began to supplant those of Monsao and Vianna, and the English merchants began to ship from Oporto. There is no doubt that at first these Douro wines were shipped in their natural state exactly as they go at the present time to Brazil. The next stage was the discovery that the addition of brandy at the time of shipment increased its keeping qualities, and later on that it was still better to put the brandy in before the wine left the vineyard stores. Gradually the demand arose for a sweeter wine, and it was found that this could be best obtained by arresting the fermentation of the grapes at the time of the vintage with brandy in considerable quantity, and this is the system still adopted. The reason is very simple. All grapes—and in a special degree those grown in the Upper Douro district—contain a proportion of sugar. After the grapes are pressed the liquid begins to ferment and the sugar is gradually transformed into spirit. This is the first fermentation, but sometimes, if the wine is neglected, a second or acetous one sets in and the result is vinegar.

In these days it is difficult to realize the difficulties that had to be overcome by the worthy port shipper at the time of the vintage. He was obliged to ride from Oporto and sleep for the first night at Amarante. The next day he rode to Regoa, crossing on the way the range of hills called the Sierra de Marao. Here he was at the center of the wine district, the river Corgo, which divides the Upper from the Lower Douro, being about a couple of miles above that town. The roads over which he had traveled were mere tracks, and the heat intense, but to reach the little vineyards he had still worse ground to encounter and many weary miles to cover. Later on, the road between Oporto and Regoa was improved and a coach service established. Even then, however, it was necessary to take out the horses at the foot of the long ascent to the pass over the Sierra de Marao and harness oxen to the coach. Today all this is changed, as the railway runs to the upper extremity of the Douro district and there are three branch lines running north from the river. Hotel accommodation is still very insufficient, and an introduction to one of the firms, who maintain their own houses by the side of Douro, is necessary.

The culture of the vine in the places which produce port wine is difficult and expensive. Below the river Corgo the geological formation, with few exceptions, is of granite, but above that stream it consists of decomposed schist and harder rocks of a similar nature. The hills slope sharply down to the Douro and its side valleys, and in order to provide space for the vines to grow it is necessary to form terraces, which require to be supported by retaining walls. The ground also must be opened up, which necessitates the use of explosives to break up any rocks that may be in the way. The soil consists chiefly of large or small fragments of these rocks, and at first sight it would appear impossible that any plant could exist in it, but the vines thrust their roots down between the obstacles, and these,

in fact, protect them from the burning rays of the sun which, in the summer, would otherwise dry them up. It frequently happens that a wall fifteen feet high and very wide has to be built to sustain a terrace, which varies from one yard to five yards in width, and can be planted with from one to three rows of vines. As it takes about a thousand vines to produce one pipe of port, it can be readily understood that it is impossible for the farmer to make any profit unless he can sell his wine at a high price. The natural result is that the proprietor, who has bought or inherited vineyards already planted, continues to cultivate them, but all new plantations are made in places where the slopes are very gradual and terraces are not necessary. By a curious law of nature, it is exactly where less labor is required that the quality of the wine is inferior, and it may be taken as an axiom in this locality that the higher the percentage of production, the lower the quality of produce.

Passing on to the gathering and pressing of the grapes. The first of these operations is entrusted to women, who cut off the bunches with knives or a special kind of scissors and throw them into baskets, which men in turn hoist on to their backs, and bear up to the tanks, which, it somehow happens, always are uphill.

These tanks vary in size, but on an average are calculated to hold about ten pipes. When a tank is full, a gang of men, some twenty or thirty, roll up their clothes as high as possible and step in, forming up in line at each end. Placing their hands on each other's shoulders, they slowly advance till they meet the opposite line, upon which both slowly wheel back to the starting point. This continues for six hours, but the tedium is generally relieved by a comic man amongst them or by a guitar and songs. Should the purchaser appear, he is greeted with cheers and responds by handing round packets of cheap cigarettes. At the end of six hours the representative of the purchaser draws a sample of the liquid and decides whether another gang should come in or whether the must ought to remain quiet for six hours. This labor may continue for a week or more, but as soon as the fermentation has reached the desired point the men are withdrawn, the taps are opened, and the must is run into vats, into which a certain quantity of brandy had been previously placed.

The wine thus made lies quiet in the vats until the winter cold has caused the floating impurities to sink. Samples are then drawn, and the owner of the wine, after tasting, decides whether more brandy is to be added. From January to April the forwarding to the lodges in Villa Nova de Guya, opposite Oporto, takes place either by rail or in the quaint Douro boats with their huge square sails and long rudders. The subsequent treatment includes fining, and, if necessary, fortifying with small quantities of brandy.

As may be seen, the method of making the wine is primitive but the result is good, and, provided that care is taken in selecting the corks, the longer port is kept, the better it will be. Unfortunately, however, it takes time to develop, and is more likely to be appreciated by our descendants than by us. Let us, therefore, be grateful to those of our predecessors who have laid down a supply for our use, and follow the example they have set us.—*Ridley's Wine and Spirit Circular.*

### San Francisco Breweries Limited in Oregon

SALEM, Ore., April 19.—The San Francisco Breweries Company, Limited, which recently filed articles of incorporation here with the Secretary of State, is shown to be capitalized at \$831,600, or over 200,000 pounds sterling.

All of the directors are named as residents of London, England. The attorney in Oregon of the company is a resident of Klamath Falls. None of the papers filed indicate what the company purposes to do in this State.

Established 1860

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CORRESPONDENCE SOLICITED

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Special attention given to auto parties and tourists.  
Low rates to winter and summer guests.

First-class rooms and board.

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**Davis Buffet****Bonded Goods and Mixed Drinks**

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P. W. WOBBER, Proprietor

# OF INTEREST TO RETAILERS

## Why There Should be One-Cent Postage

**N**EARLY nine billion pieces of first class matter were carried by the postoffice department for the fiscal year ending June 30, 1911, according to careful estimates just made public by James J. Britt, third assistant postmaster general at Washington.

Of the total, over seven billion pieces were letters and nearly two billion pieces were post cards. The grand total was 8,843,577,754 individual pieces.

One of the interesting deductions made by General Britt is the fact that over eighteen million dollars was collected on post cards, the weight of which was a little over ten millions pounds only. This amount was just over double the total revenue received from 951,000,000 pounds of second class mail matter produced. This latter was ninety-five times as much in weight and furnished less than \$9,000,000.

At the present rate, the department is receiving on first class mail a revenue of over 84 cents per pound, equal to \$1680 per ton, thus making a profit of 66 per cent. First class mail supplies less than 14 per cent of the total tonnage of the mails, yet it pays 75 per cent of the total revenue.

In 1910, 8,310,623,000 pieces of first class mail were carried by the postoffice department. The cost of handling and carriage according to Postmaster General Hitchcock was \$96,752,511.35. The revenue collected was \$154,786,668.08, leaving a clear profit to the government of \$58,004,156.73.

The total amount of first class mail carried in 1911 amounted to about 533,000,000 pieces more than in 1910. On this first class mail the government is making over \$62,000,000 a year in profits. Because of these enormous profits, the business men of the country have formed the National One-Cent Letter Postage Association, which is conducting a campaign for a lower postage rate. Charles Wm. Burrows, of Cleveland, is president and George T. McIntosh, Cleveland, is secretary-treasurer and general manager of the movement for the lower postage rate. The association now has several thousand members in all parts of the country.

As a result of the vigorous campaign conducted by this association a bill has been introduced in Congress by Senator Theodore E. Burton of Ohio and Representative John W. Weeks of Massachusetts, for a one-cent letter postage rate to take effect July 1st of this year. The movement has been cordially indorsed by President Taft, Postmaster General Hitchcock and other government officials.

James J. Britt, third assistant postmaster general, who is probably as well informed concerning first class mail as any official of the department, declares that the country is entitled to a lower rate.

According to General Britt, the government is making through the postal department on the carrying of letters an average profit of sixty-five cents per year from every man, woman, and child in the United States. The department's actual profit is

carefully estimated at over \$62,000,000. On the other hand every man, woman and child, some 94,000,000 of them, is paying the government a tax of sixty-eight cents per year for losses incurred on other classes of mail at existing rates the total loss being over \$66,000,000.

Postoffice patrons pay more than eighty-four cents per pound for carrying letters in the United States, although it costs only about half that sum to transport them. To correct this condition Congress has been asked to lower the first class mail rate from two cents to one cent. During the fiscal year of 1911 the government made a profit of \$62,031,990.66 on first class mail while it incurred a deficit of \$66,336,662.68 on second class mail.

A fight has been started by Mr Bert F. Schlesinger to prevent the issuance of a saloon license to Frank L. Corr, who wishes to commence business at the corner of Fifth and Market streets San Francisco, in the premises formerly occupied by the City and County Bank. The pretext for the fight is that the place is within 150 feet of the San Francisco Business College. It was a saloon corner before the fire, and the license should be issued.

Soldiers destroyed the contents of a saloon at 1901 Point Lobos avenue (Richmond District) during the fire in 1906. The owner, Mr. Philip Boien, filed suit for indemnification April 18 and besides showing that there was no reason for the destruction of his property, exhibits a receipt and voucher which were given him by Lieutenant Abbott and afterward dishonored by the War Department.

A committee of the Exposition company has requested the San Francisco Police Commission to refuse licenses to persons contemplating establishing saloons near the fair grounds.



## Seven Brothers

# Pure Brandy

100 Proof

Full Quarts

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Blackberry is not used like whisky or gin—only in case of sickness, hence only the best should be dispensed. Insist upon LYONS' PERFECTION BLACKBERRY CORDIAL being used.

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OPPOSITE  
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Preferred by particular people who appreciate the comfort and satisfaction of a perfect Havana Segar.

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# OF INTEREST TO RETAILERS

Annual Convention N. W. L. D. A., May 14

THE annual convention of the National Association of the Wine and Spirit Representatives will be held at the Bellevue-Stratford Hotel, Philadelphia, Pa., at the same time as the convention of the National Wholesale Liquor Dealers' Association, Wednesday, May 15th. The National Association of Wine and Spirit Representatives is an important branch of the National Wholesale Liquor Dealers' Association and is formed of the traveling salesmen connected with the wholesale liquor dealers and distillers throughout the United States.

The entertainment provided for the National Wholesale Liquor Dealers' convention is in charge of the Wine and Spirit Representatives under the direction of S. M. Hoffheimer, of Cincinnati. The officers of the association are Carl E. Pritz, Cincinnati, president; Julius Carter, Lawrenceburg, Ind., vice-president; Sam M. Hoffheimer, Cincinnati, second vice-president; Ben May, Cincinnati, secretary, and Chas. H. Blomberg, Cincinnati, treasurer.

The executive committee consists of I. Kugel, Edgar Freiberg, L. E. Spellman, Ben F. Klein, J. G. Hoeflich, John C. M. Gates, Max Hirsch and Nat Squibb.

## Revenue from the Russian Spirit Monopoly

THE estimated receipts from the Russian Government spirit monopoly for 1912 are \$365,961,000—more than a quarter of the total national revenue. The returns of the Moscow excise department show that the consumption of vodka in the Moscow Government in 1911 was \$5,288,045 vedros (a vedro equals about 2.7 gallons), or 421,446 vedros more than in 1910. The consumption in this Government since July, 1901, has amounted to 57,442,936 vedros, for which the State received \$219,256,985.

The revenue of the postoffice is estimated at \$35,038,800, and of the telegraph and telephone at \$17,032,750, and it is expected that the customs returns will show an increase of \$19,466,000. The Government proposes to redeem 5 per cent obligations to the amount of \$63,265,000 during the coming financial year.

N. Frank is about to re-open the Fulton Hotel.

S. J. Walling has leased the new Appleton Hotel at Watsonville.

O. J. Pidgion has opened the Ocean View Hotel at Trinidad, Humboldt County.

Chas. Pollard now owns the Central Hotel at Gilroy.

Andrew Pestoles has bought the Antioch Restaurant at Antioch.

A. F. Baker has leased the El Cajon Hotel at El Cajon.

J. E. Niles has bought the Hotel Curtis at Alturas.

J. M. Shoults has bought Hotel Rowardennan at Ben Lomond.

The board of town trustees of Santa Clara have been presented with a petition asking for a special election on the proposition, "Shall the sale of alcoholic liquors be licensed in Santa Clara?" The date of the election will be set by the trustees at the next meeting. The people of Santa Clara need only wait five years before the town automatically becomes "dry," as at that time it is expected that the College of Santa Clara will become a university and, according to law, saloons are prohibited within a mile and a half of a university.

The board of supervisors have set the date for the local option election in the First, Second and Fourth districts of Santa Clara County for June 7th.

Superior Judge Thomas S. Denny, of Santa Rosa has ruled that a local option election cannot be held in the Sonoma Valley May 14th, as that date does not come within the sixty-day limit after the filing of the original petition.

A great deal of ill-feeling exists in Sonoma County over the "wet" and "dry" problems. So far the "wet" element appear to be winning. The fight has not been one of license as opposed to prohibition, but one of high license as opposed to low. The district attorney and the sheriff appear to be the center of the disturbance, the former representing the "drys" and the latter the "wets." No one envies them their positions. Both are likely to be recalled.

Residents of Glen Ellen Grange have succeeded in having the supervisors of Sonoma County restrict the number of licensed saloons in Glen Ellen to four.

Petaluma is rejoicing over the fact that Eastern brewers are using California barley. A dispatch from that city states that in February for the first time in its history the Golden Eagle Milling Company made a shipment of 1,500 sacks of barley to Milwaukee to be used in the manufacture of beer. The order was sent West owing to the scarcity of barley in the Eastern States. California has before furnished barley to Eastern firms, but this is the first time on record that Petaluma concern has filled an order of this nature.

At San Bernardino a license has been granted Bean & Randall to conduct a wholesale liquor store in that city.



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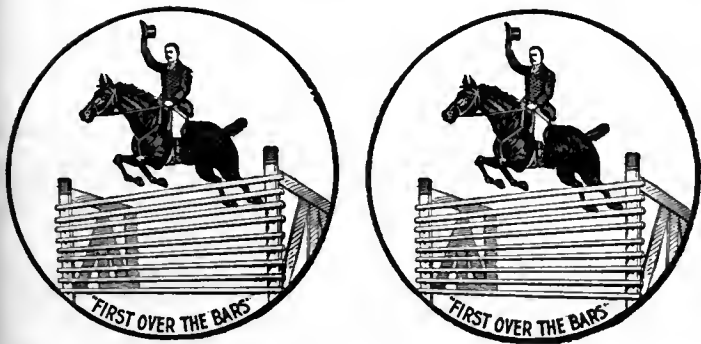
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Hot Luncheon  
At 11 A. M. Daily

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STEADY DRINKERS IN  
YOUR PLACE, GIVE THEM  
THE OLD STANDBY --

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### Ought to be Punished Severely

**J**ESSE M. Levy & Co., of San Francisco, engaged in the wholesale liquor business have, through their business methods, got themselves into a nice pickle. Martin Riehl, of the Vienna Cafe, in Oakland, has sued the firm in question for \$25,624 damages. The charge in the complaint is that Jesse M. Levy & Co. sold the plaintiff rectified spirits representing it to be whisky of the highest quality, for which plaintiff claims he paid from \$3.50 to \$5.50 per gallon. It is further alleged that the goods was delivered in bonded barrels printed with the name supposed to mean "Select Wet Goods." Government experts, it is said, informed Mr. Riehl that his two special barrels contained "a highly adulterated brand of goods." Further investigation, it is stated, disclosed the fact that numerous other dealers throughout the State had been duped in the same manner, contents of the barrels, according to the expert, being worth about \$1.40 per gallon.

As Uncle Sam has the matter in hand and usually makes an example of this kind of offenders, it is probable that there will be no exception in this case.

In San Diego the superintendent of police is forcing hotel and restaurant men to sign agreements to serve beer and wine only in their places on the penalty of having their licenses revoked if they are caught selling distilled liquors. The wine and beer license will cost \$50. If distilled liquor is to be sold, an additional license costing \$75 must be obtained.

A brewery which will cost several hundred thousand dollars is to be erected in San Diego for the Bay City Brewing Company. The building will be constructed by the Brown & DeCew Company and will be of brick, steel and concrete, with cement and rock asphalt floors. The Goetz Company of Chicago has the contract to equip. It is expected that construction work will be completed November 15th and beer will be marketed in about a year. Excavation for foundations was commenced April 18th.

### Corporation Formed to Build Grain Distillery

**A**RTICLES of incorporation of the California Grain Distilling Company were filed in the County Clerk's office April 18th, and at the same time announcement was made that the company will immediately begin the construction in this city of the only grain distillery west of Omaha.

The corporation has a capital stock of \$500,000, of which sum \$100,000 has been paid in. The directors are W. H. Buttner, F. E. Barrett, J. W. Bockmann, J. J. O'Looney and M. J. O'Looney. The new distillery will employ 150 men and have a capacity of 250 barrels a day.

W. H. Buttner is the attorney for the company, and Buttner Co., 802 Pacific Building, are the financial agents.

Local option elections are to be held in the towns of Washington, Pleasanton and Murray, Alameda County, May 21st, according to the proclamation issued by the board of supervisors at Oakland April 15th. With the exception of Livermore, all the southern district of the county will be affected.

## E. H. Taylor Jr. & Sons

INCORPORATED

THERE IS NO SUCH CARE OBSERVED IN THE MANUFACTURE OF ANY OTHER WHISKEY, IN OR OUT OF AMERICA, AS IS OBSERVED IN THE MANUFACTURE OF

## Old Taylor

IT IS MANUFACTURED AT GREATER COST THAN IS ANY OTHER WHISKEY.

IT IS THE LEADING BEVERAGE WHISKEY OF AMERICA.

IT IS IN A CLASS BY ITSELF.

TO NAME IT IS TO PRAISE.

FURTHER PRAISE WOULD BE

"TO PAINT THE LILY - TO GILD REFINED GOLD."

## Frankfort, Kentucky.

WE HAVE NOTHING TO OFFER THE TRADE, EXCEPT

**Fine Goods, Square Prices  
Honorable Dealing**

SOLE AGENTS AND DISTRIBUTORS  
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**"Castlewood" Bourbon and Rye**

# CARTAN McCARTHY & Co.

Established 1873

IMPORTERS AND WHOLESALE

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## LIQUOR MERCHANTS

S. E. CORNER BATTERY & COMMERCIAL STS.

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LUNCH, GRILL & WINE ROOMS.

SECOND BELOW MARKET

San Francisco, Cal.

FINE GOODS A SPECIALTY  
MERCHANTS LUNCH 11 A.M. TO 2.30 P.M.

W. F.  
**ROEDER'S**  
CAFE

834 Market Street

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Opp. Emporium

# "The Cabin"

PURE GOODS

105 Montgomery St. : : : Near Sutter St.

"Only the Best the Market Affords"

Cuisine and Service Excellent



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Pine St. Bet. Montgomery  
and Kearny

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ALL ALE AND  
PORTER DRINKERS

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## Burnell's Ale and Stout

Brewed from the Best Malt Hops  
on the Market and used by all the  
Leading Clubs, Hotels and Bars

Order through any Grocer or  
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## BANK EXCHANGE

Back at the same old  
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S. BACHMAN & CO. (Inc.)  
DISTRIBUTERS

## Widely Divergent Views of the April Elections

**W**IDELY differing are the views expressed by dealers relative to the condition of business during the month past. While some believe that improvement has been shown, others have not observed any change for the better and many believe that the month did not bring as much business prosperity as it should have.

Thomas W. Collins & Co. are of the opinion that the month was not as good as the corresponding month of the past year. The agitation in the towns where elections were held to decide on the "wet" or "dry" question caused a falling off of regular orders. Retail dealers, as a rule, refrained from giving orders until after the elections. As a result, in many cases, where towns decided on being "wet," orders after the elections will be heavy. On the whole, as far as the Thomas W. Collins & Co. firm is concerned, the elections have had an unsatisfactory effect.

Very little difference has been observed by Siebe Brothers & Plageman. The opinion of the firm may be summarized as follows: "Affairs for the month have been about the same as they were a year ago. As far as we can judge, business has not been affected by the elections."

The John Wieland Brewery business has not been affected in any way by the Prohibition movement and the management is of the opinion that, as far as increasing or reducing the sale of its products is concerned, the election element can hardly be considered as a factor in the situation. Those who operate the brewery are of the opinion that, unless the entire State should hold a single election to decide the Prohibition question, their affairs would not be materially disturbed. Under present conditions just about as soon as one town decides to go "dry" another decides to go "wet."

The French-American Wine Company found the past month just as good as any in the past year, which was the most prosperous in the history of the company. Plans to continue to extend business, as exemplified by the new winery erected at Ukiah, will not be altered because of any unexpected feature in the Prohibition movement.

As compared with the corresponding month of last year, the management of the Enterprise Brewing Company has found that the past month has shown a falling off in business, but this has not been attributed to the elections. This management considers that the cause has been the rainfall which was more pronounced in March this year than in the same month last year.

Mr. Herman Lange, manager of the Inglenook Vineyard Company, is of the opinion that business could be a great deal better and that it is the fault of the dealers that it is depressed. "Business is not by any means as good as it should be," he says. "There are two classes to blame for this. One is the Prohibition party and the other is the wine dealing class. Elections in different towns have made conditions hard on those who supply the retailers. When retailers find themselves worsted by the prohibition movement they are often obliged to return their stock to the wholesalers. Prior to elections retailers refrain from buying because they are afraid of results. There are no grave fears from prohibition in the long run, as the State depends on wine for a great deal of its prosperity and the people must eliminate wine from the prohibition movement. What

makes the situation grave is the lack of co-operation on the part of dealers. Prices are being cut unreasonably and there is no prospect of getting the wine interests together. There is a strong demand in the East for dry wines from which California would derive great benefit if the wine people would co-operate. Co-operation would also prevent the overproduction of sweet wines which has brought about depressed conditions in the market."

A different opinion is held by Mr. L. R. Rogers, president of the California Wineries and Distilleries. Mr. Rogers says: "There may be a great deal of price cutting, but the public is not getting the benefit of it. Growers are getting less for their products, but the consumers are paying just as much for wine as before. Wine dealers could obtain much higher prices for their stock than those prevailing if they would ask, but they are compelled not to ask." Mr. Rogers has just returned from a trip through the Eastern States. In speaking of conditions there, he says: "Our company has just opened a large six-story new building at 818-820 Greenwich street, New York, to supply wine in that city, and the response which the public has made has been very favorable. New York is a big wine market, and it is there that California wines can be sold to advantage, relieving the situation here. Mr. Max A. Waizman, manager of C. Schilling & Co. for ten years, is our manager in New York. He covers all territory east of Buffalo and Pittsburg through representatives traveling from the New York branch. There is a good demand in the East for both dry and sweet wines, and I do not believe that there has been any overproduction of sweet wines here that would adversely affect the market. The market in Boston is very good and that in Chicago is fair."

"Business for the past month," says Mr. John Christianson, of the California Wine Association, "has been the best in years. There has been a stiff demand for dry wines and the demand for sweet wines has been very good. Foreign demand for dry wines is notably strong. Our figures for the past month have been the largest in our history in every way."

The A. P. Hotaling Company finds business better than for the corresponding month last year, but has observed that collections have been slower than usual.

### Women Are Using Sound Judgment

The Marysville Appeal remarks:

"The Willows Journal evinces much disappointment and chagrin because the suffragettes did not rally under the banner of prohibition at the recent elections, but more frequently voted for the open town. The Anti-Saloon League is also in the dumps over it. The women know pretty well what they are doing, and it is safe to say that their judgment on the wet or dry proposition is sound. Unquestionably the women are for temperance, but they are not for prohibition, and there is a wide difference between the two."

This is well said. And not only is there a wide difference between prohibition and temperance, but all sumptuary laws, interfering with the personal liberty of the citizen, are dangerous to the freedom of men. The good they try to accomplish is more than offset by the evil of the precedent and habit of thought they establish. Women have been the victims of unjust, repressive laws for hundreds of years; they are just coming into their rights as free citizens; and they instinctively are opposed to legislation restricting the freedom of others. We repeatedly affirmed before the amendment was voted upon that the suffrage in the hands of women would not be used to write coercive statutes into the law; and every election held since in California has proven the forecast to be right.—Stockton (Cal.) Mail, April 16, 1912.

Should your dealer not carry **LYONS' PERFECTION BLACK-BERRY CORDIAL** we will be pleased to submit samples and prices on application.

THE E. G. LYONS & RAAS CO.



# LOS ANGELES DEPARTMENT



**L**OS ANGELES April 20, 1912.—To speak of Los Angeles usually signifies prosperity, progress and continuous growth. This city has made such extraordinary strides since it got large enough to walk at all, that everybody who has in any way observed it has been wondering when it would stop advancing, expanding and prospering long enough to take a rest and everybody is still wondering. The forward movement of Los Angeles is not dependent on a succession of booms. It is a steady advance which may possibly be called one continuous boom.

Mr. G. R. MacKenzie, head of the G. R. MacKenzie, Ltd., corporation, of Glasgow, left Los Angeles April 11th on his way to the northern part of the State. In speaking of the city, he says: "You will have a population of 1,000,000 in 1920, as you predict. I was here ten years ago. I have noted the progress you have made and I am astounded. I have traveled all over the world, and I have never been in a city which has shown such wonderful gains as Los Angeles."

No more saloons will be allowed on East Seventh street, between Kohler street and Central avenue by order of the police commission. There is one saloon already in the block.

The artist B. Palladini is making sketches of all the wineries of the California Wine Association in the southern part of the State.

A question has been raised as to whether the officers of the Citizens' Association of Pasadena really represent the association. This is merely in consequence of the action of those officers in seeking to have more leeway given to hotels in supplying liquor to guests. The City Council is chiefly instrumental in raising the question. It is the opinion of the general public that it is more a question of quibbling. If the officers do not properly represent the association, it is wholly the fault of the members of the association. But there is little doubt that the officers are in the right place. The liquor controversy must be settled and the officers are the first to offer any chance of a settlement. There is no doubt that the stringent liquor regulations have not only proven unpopular but unworkable as well. The prohibitionists have gone too far out of their proper course and it may be considered that their course has been run. The officers of the association insist that an election take place May 22d to relieve the public of the burden of some of the blue laws which have been enacted. The city officials, in wishing to put the election off until fall, when a new charter will be voted on, are using blockade tactics only. The pretext that the election of the 22d of May will cause unnecessary expense is promptly met by the reply that further delay of the election will cause the public unnecessary discomfort. As the public pays the expense to get rid of the discomfort, it is hard to see why the city officials should worry.

The City Council has partially expressed its willingness to have the election take place before June 1st, but ask that it be put off until autumn. Mr. William F. Knight, representing the association, has pointed out the necessity of an early election by showing that business men must buy their goods for next year now and must get their literature ready at the same time. Although the arguments of the association are very clear, it appears that the Prohibition Club of Pasadena will take a stand against them. On April 11th there appeared to be some chance of a settlement through the filing by Mr. Knight on the part of the Citizens' Association of a temperance amendment to the city charter and a prohibition amendment by Attorney S. W. Odell on the part of the Anti-Liquor League.

The application of E. L. Dearth and T. J. Dwyer for permission to operate a saloon at Second and Utah streets in Santa Monica was denied by the Police Commission of that place, although applicants pledged themselves to "throttle the whisky monopoly."

Dunlap, Fresno County, has closed the only saloon in the town because an application was made to open a second one.

The Board of City Trustees of Venice has started action toward calling a special election to vote on the initiative ordinance limiting the number of saloons in Venice. It is expected that the election will be set for an early date. Some voters formerly in the ranks of the Prohibitionists are aligned with the "wets" or against the whisky monopoly.

While the Prohibitionists scored a victory at Arcadia April 8th, the liberals swept Vernon by a large majority and won at Newport Beach with a 50 per cent majority, which is a safe enough margin to assure tranquillity for some time.

Following the victory of the "wets" in Ventura last August, that city opened four new saloons during the middle of April. The "drys" are not satisfied and are again moving toward bringing about another election under the initiative law. A petition calling for a special election has been filed and the City Trustees, who are pledged to the license plan, may find that the licenses they granted are of little value. Saloon-keepers seem to be the "easiest" gold brick victims in the town.

As the City Council of Wilmington has decided that one of the two saloons in the city must close, the residents fear that a monopoly of liquor will be brought about and they have filed a petition asking that the two saloons be kept open.

The trustees of Imperial have failed to act in the matter of issuing licenses, although the city voted to have saloons. It is being proposed that a dispensary be established to retail liquor at cost on the same lines as a municipal saloon.

Saloon men of San Luis Obispo have employed counsel to appeal the cases of the revocation of licenses to the Superior Court.

Advocates of the saloons have succeeded in having a new election called for in Visalia, the last town in Tulare County to go "dry." There was no lack of signatures to the petition, as the people realize that they made a costly mistake when they voted "dry."

The City Council of Porterville has taken action to regulate the sale of liquor under the control of the police.

The lower house of the Legislature of New Mexico on the 16th instant passed a bill to prohibit the drinking of intoxicating liquors on railroad trains within the boundaries of the State. This law empowers conductors to make arrests of any violators of the law. The bill is yet to come before the Senate, but it is expected it will pass and be signed by the Governor.

# — MARKET — CONDITIONS

Heavy Frosts April 22, 1912

**O**N the night of Monday, April 22nd, there were heavy white frosts reported generally throughout Sonoma County, and in the vicinity of Kingsburg. In the latter place the buds are supposed to have been nipped to the extent of 10 to 15 per cent, but in Sonoma County it is too early to give a reliable estimate of the real effects of the frost. One prominent grower in the Healdsburg district expressed the opinion to the writer that it had been sufficiently heavy to greatly reduce the expected crop. However, the known results will be given later.

**D**RY WINES:—There is nothing of special interest to report at this time. Leading shippers of California Wines report business good and some of them find April trade better than at the same time last year. Naturally, business throughout the State has been considerably affected by the local option agitation and elections, orders being held back until the results were known. Orders will now come in from all those places where the elections have been carried by the "wets," and after the May elections are over, there is no doubt but that there will be the old-time activity in the wine and liquor trade.

Exports of Wine by sea during the month ending April 20th, totaled 512 cases and 862,000 gallons, valued at \$305,974.

Miscellaneous exports were 1037 cases, 10 barrels, 1 octave, 1 keg, 78 gallons, valued at \$8895.

Importations of Wines totaled 2747 cases, 22 casks, 75 quarter casks, 15 sixth casks, 8 hogsheads, 48 barrels, 34 octaves, 8 pipes.

**B**RANDY:—The market is without special feature. Production of the three districts during March aggregated 18,628.8 tax gallons. There remained in bond in the State on March 31, 1912, 2,965,851.6 tax gallons. At the same date in 1911, the bonded stock was 2,673,092.7 tax gallons.

Exports by sea for the month were nominal, the figures being 280 cases and 1578 gallons, valued at \$7476.

**W**HISKY:—Business is in rather an upset condition, owing to the widespread local option contest that is now being waged throughout the State. Elsewhere in this issue will be found a complete resume of the results of the various elections up to the time of going to press. The figures have been specially collected and compiled and are thoroughly reliable. They are placed in tabular form and should be kept by the trade for future reference. In another column will also be found the ideas of various representative houses concerning the outcome of the recent liquor elections. Notwithstanding these views are quite diverse, they are interesting and well worth reading. Business locally is commonly reported much duller than it ought to be at this season. Some houses, whose territory for distribution is Coast-wide, report the month's trade much better than for the same time last year. They look for steady improvement from this time on. Reports of agricultural conditions throughout the State predict good average crops for which the producer will receive better prices than ever before. This fact, with other important favorable conditions, ought to assure substantial activity for the wine and liquor trade from now on.

Exports during the month by sea were of ordinary volume, the totals being 422 cases and 886 gallons, valued at \$4834.

Imports by sea for the same period were heavy, aggregating 12,375 cases, 453 barrels, 213 casks, 35 octaves, 3 hogsheads.

Gin imports were unusually large, particularly in glass. Totals were 11,513 cases, 48 barrels, 6 casks, 7 octaves, 2 kegs, 6 half barrels.

**I**MPORTATIONS:—Trade with the importers, except in the movement of a few leading specialties of general consumption, was quieter than is usual at this time of the year. The importers are patiently waiting for the long-deferred "turn of the tide." Importations during the month ending April 20th were unusually voluminous, as will be shown by the following figures: Whisky, 12,375 cases, 453 barrels, 213 casks, 35 octaves, 3 hogsheads; Brandy, 3190 cases, 39 octaves, 29 quarter casks, 2 hogsheads; Beer, 3208 cases, 1206 barrels; Gin, 11,513 cases, 48 barrels, 6 casks, 7 octaves, 2 kegs, 6 half barrels; Wine, 2747 cases, 22 casks, 75 quarter casks, 15 sixth casks, 8 hogsheads, 48 barrels, 34 octaves, 8 pipes; Mineral Water, 1610 cases, 60 casks; Rum, 162 cases, 161 barrels, 39 octaves, 35 quarter casks; Liquors, 1231 cases, 2 barrels, 1 package; Bitters, 550 cases; Stout, 775 cases, 502 barrels; Ale, 200 cases, 155 barrels; Grape Juice, 863 cases; Lime Juice, 992 cases; Cordials, 323 cases; Champagne, 1125 cases; Cocktails, 5 cases, 3 barrels; Absinthe, 3198 cases; Vermouth, 3310 cases; Kirsch, 25 cases; Fernet, 330 cases; Kummel, 100 cases; Amer Picon, 549 cases; Benedictine, 25 cases; Sake, 414 cases, 566 casks.

**B**Y RAIL IN BOND:—Wine, 55 cases; Champagne, 610 cases; Brandy, 2 cases, 7 octaves.

**B**EEER:—Considering the generally adverse conditions, the brewers have had a fairly good month, and were it not for the senseless and apparently endless agitation of the anti-saloon fiends, business would be A1. Despite the handicaps, some of the representative concerns report trade quite satisfactory. Exports during the month by sea were of small volume, the figures being 432 packages, valued at \$2923. Imports of Foreign Beer by sea were 3208 cases, 1206 barrels; Stout, 775 cases, 502 barrels; Ale, 200 cases, 155 barrels.

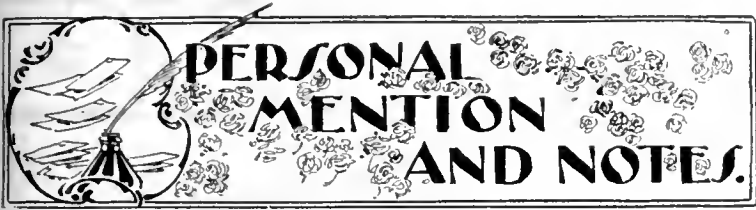
## New Zealand a Field for California Wines

**A** WASHINGTON dispatch under date of April 5, says: If San Francisco can get a better steamship service to Wellington, the capital of New Zealand, California wine growers will have an opportunity of exporting part of their surplus products to that country, according to a report made today by the United States Bureau of Manufacturers.

The report says that only 1268 gallons of wine were imported to New Zealand from the United States last year while more than 150,000 gallons were taken from other countries. Most of this wine would be bought from California, declares the report, if there was more direct steamship connection.

Having suffered a severe defeat through the failure of their candidates to carry the necessary majorities at the election in San Leandro, April 8, the "drys" are badly dissatisfied and now wish to have an opinion expressed by the people as to the number of saloons the town should have and how high the license should be. They fear to petition for an election, as they foresee defeat, but they believe that the majority of the people would favor less saloons and higher license. The bitter fight that has been waging in the town is not yet over.





Henry Kunz, of the house of Charles Meinecke & Co., this city, returned from a very successful business trip to Los Angeles during the latter part of the month. Messrs. Meinecke & Co. report an exceptional demand not only for "White Horse" Scotch but for "R. B. Hayden" Bourbon and "Golden Wedding" Rye Whiskies. All three of these famous brands are moving at a lively rate. General importing business is quiet, like all other lines of business.

Pierre Bernard, general manager of the French-American Wine Company, spent some time in the Northwest during April and returned the latter part of the month. He reports the general business of the French-American Wine Company far better than ever and rapidly improving.

The attention of wine makers and distillers is called to the advertisement of Woodin-Little, the widely known "Pump-House," 33-41 Fremont street, San Francisco. They make a specialty of pumps of all descriptions and the Challenge wine pump for wine makers, etc. It is one of the largest established houses of the Coast, not only carries the best of goods, but gives the customer the very best possible treatment. A card will bring you a catalogue.

Elsewhere will be found in this issue the advertisement of W. T. Garratt & Co., manufacturers of wine pumps for either hand or power. Among their other specialties are wine cocks, wine bungs, wine valves, hose reducers, bushings, caps, nipples and couplings, bottling, lock and racking cocks. Garratt & Co. are specialists on quality of their manufactures. Main offices are at No. 299 Fremont street San Francisco.

Mr. S. Federspiel, general manager of the Italian-Swiss Colony, left San Francisco, April 23d, on a trip to points in the southern part of the State. He is expected to return to the City about April 30th.

Mr. Edward M. Lind, manager for A. P. Hotaling & Co., left San Francisco, April 22d, with the Chamber of Commerce excursion to Los Angeles. He will return to the city by the first of May.

The new brewery at New Monterey started its first brew on the 15th instant. The plant is modern in every particular and is quite an addition to the business of the town. It is the property of Mr. F. F. Straub.

The attention of our readers is called to the new advertisement of Lachman & Jacobi which appears on page 58 of this issue. It is specially designed and finished in half-tone and one of the handsomest and most artistically arranged of any ad that we have seen in some time.

### Winehaven is Making Large Improvements

ABOUT \$300,000 more is to be spent at Winehaven this year in putting another story to the great concrete fermenting house. Additions will also be made to the grape crushing plant, which will be enlarged yearly. Electric power is to be used almost exclusively at the big wine plant now. A special transformer house has been built there by the Western States Gas and Electric company, which has the contract to supply the power. All the switching from the Belt railroad is done now by trolley system.

The Lodi Co-operative Winery has been making great improvements and it is now considered one of the best equipped in the State. The Lodi *Independent* winery has just installed a Seitz filler, which has a capacity of 8000 gallons of wine per day and is the largest of its kind in the world. The winery now has a storage capacity of 1,600,000 gallons and a fermenting house containing 65 tanks, holding about 11,000 gallons each.

The Walter Distilling Company, George T. Walter, president, has filed a petition in bankruptcy. The liabilities of the corporation are \$6,681 and the assets \$1,452.

John D. Bosch, the well known manager of the California Wine Association's winery at Geyserville, leaves this week for an extended visit, during which time he will combine business with pleasure. He expects to visit all the leading eastern cities.

One of the largest single shipments of port wine to go forward from the Lodi Co-Operative Winery is being loaded. It will consist of twelve carloads of the finished product, consigned to New York. The wine will be shipped by water from San Francisco.



OWNING ITS OWN BRANDS  
AND CONTROLLING THE OLD ESTABLISHED  
BRANDS OF  
LAS PALMAS WINERY & DISTILLERY  
LA PALOMA WINERY & DISTILLERY  
LODI CO-OPERATIVE WINERY  
ELK GROVE VINEYARD ASSOCIATION

FROM  
THE  
VINE  
TO  
THE  
TRADE

## California Wineries and Distilleries

TOWNSEND AND FIFTH STREETS, SAN FRANCISCO

GROWERS AND DISTILLERS OF  
**PURE WINES AND BRANDIES**

Special Inducements Will Be Made, on Request, to

Large Handlers of Wines and Brandies (Any Proof)

## LOUISVILLE DEPARTMENT

G. D. CRAIN, JR., Regular Correspondent, 305 Keller Bldg., Louisville, Ky.

**L**OUISVILLE, KY., April 29th.—The Bluegrass whisky trade evidences the same listlessness which is apparent with the baseball fraternity which has suffered from lack of adequate spring training and which is consequently not prepared to show its true season's form. Anyone who has studied the box scores since the cry, "Play ball," sounded from coast to coast knows that Cobb has not been stealing bases as he used to, and that Baker is not as handy with the war club as he was during the 1912 World's Series. Likewise, anybody who has studied the whisky trade of Kentucky for the past month must realize that the industry has slowed its speed all around.

The conditions which have brought about this state of affairs in both the whisky trade and the world of sport are largely the same. The entire country is suffering from a backward spring, coupled with an impending presidential election in the fall, and the whisky trade is invariably one of the first to feel the effect of an universally negative influence of this sort. Old Bourbon is a luxurious necessity, it must not be denied, and consequently this market is most apt to feel the effect of prosperity decreases everywhere.

As every business man knows, the spring season of 1912 is anywhere from 30 to 45 days behind-hand in all lines of commerce, from the Atlantic to the Pacific and from the Lakes to the Gulf. An almost unprecedented winter, with cold and sleet extending over into the first days of April in many sections of the country, has served to make spring trade slow at best in any line. Furthermore, the disastrous early April floods through the Mississippi Valley, from the mouth of the Ohio at Cairo on down through Kentucky, Tennessee, Arkansas and Mississippi, served to injure prospects in this territory which were otherwise reasonably good. This part of the country supplies considerable business to Louisville every season, particularly to the Gateway City whisky trade, so that a bad state of affairs through western Kentucky, Tennessee and Arkansas was bound to reflect itself in a decrease in liquor shipments.

In view of this unfavorable situation through most of the territory upon which Blue grass distillers depend, the trade is thinking seriously of discontinuing operations for the summer, awaiting the arrival of fall. Next autumn should produce, by all the laws of reversal of seasons, reasonable improvement in business throughout the country, the impending presidential election and its traditionally undesirable influences to the contrary notwithstanding. The mere fact of a disastrous spring flood and a prolonged winter making spring business bad should not predestine a similar state of affairs in fall, according to the opinion of the distillers. In this connection, therefore, the trade is optimistically inclined. Nobody believes that the fall is going to be very bad, after all.

It is probable that, by the time this issue of the REVIEW gets to its readers, most Kentucky distilleries will have closed for the summer. At last accounts the production of February was compiled by statisticians, but the March and April reports have yet to come. But little whisky will be made in May, for various plants are already closing down for the warm weather.

The February crop of whisky in Kentucky amounted to about 250,000 gallons less than that of the corresponding month in 1911. If there had been only 28 days in February, 1912, as there were in that month the preceding year, it is probable that the desired decrease would have amounted to half a million gallons, but such was not the case, and it is conceded that the trade is but little behind the record-breaking crop of the 1910-1911 season. Reliable authorities have estimated that the crop this year

will range from 40,000,000 to 42,000,000 gallons, not far behind the bumper production of 46,000,000 gallons last year. The present yield is somewhat in excess of the expectations of a majority of the trade, inasmuch as it had been hoped that the crop this year could be cut down to such an extent that possibilities of an over-loaded market developing from the abnormal production in 1911 would be eliminated. This precaution has not been exercised, however, for the probable reason that Kentucky distillers are very optimistic at present and believe that there will be sufficient demand for a capacity-limit crop in years come. Whether this forecast will pan out truly or not depends altogether upon the future.

It is the opinion of some members of the local field that the crop of 1911-1912 would have reached the high-water mark set last year if it had not been for spasmodic jumps in the price of grain from the middle of April onward. "Along about the 20th of the month corn was quoted at 85 cents per hundred f. o. b. the distilleries," said a prominent Louisville producer not long ago. "Up to that time every plant in this section had been going full tilt, despite the warnings that had been spread regarding the danger of an over-stocked market. I believe that we would have made 46,000,000 gallons again this year if the prohibitive price of grain had not come along and made the trade cut its mash short willy-nilly."

The outage bills which are now pending passage with Congress in Washington, D. C., are still the subject of interest with the Kentucky whisky trade. The Webb bill in the Senate and the Kenyon bill in the House provide for an additional allowance of from one to one and one-half gallons of outage per barrel, owing to the development of distilling conditions, including steam heat for warehouses and more porous barrels which make for more evaporation and leakage in bonded goods which is taxed. Both of these measures are yet to be passed upon. It is probable that a delegation of representative local distillers will go to Washington in the near future to confer with the legislative committees having charge of the bills.

The plan of registering warehouse receipts and guaranteeing their genuineness so that they become more secure as collateral for loans, now in embryo in Kentucky, is the subject of widespread discussion in the liquor trade. Various concerns have formed to handle this work, after having been authorized by the Government to receive triplicate records from the storekeeper gangers throughout the State, giving them reliable information as to each day's storage, the serial numbers of the barrels, etc. The advantage of the system, as set forth by the registry offices, is that it precludes the possibility of bogus receipts being negotiated for loans with financial institutions.

"The guaranty of a warehouse receipt is valuable, but not as valuable as the registry concerns would have us believe, in my opinion," said a prominent Main-street whisky man a short time ago. "There has been little if any fraud in this connection in the industry, and the prime feature of the system must be that it affords greater efficiency for the distiller, if it does anything.

"For instance, I was recently approached by a representative registrar who told me that if I guaranteed our receipts the company could negotiate loans with Chicago banks on a much freer basis. The Windy City institutions, according to his statement, would grant us any desired accommodations at 4 per cent, or possibly 5, as opposed to the 6 per cent interest which the usual loan demands. I appeared dubious and he asked me to write a letter to a Chicago bank, referring to his concern, outlining the

details of the transaction and asking if his assertions were true. I did so and he mailed the letter. I haven't heard from him since, so I judge that his assertions were not founded on fact.

"The gist of the matter is that the proposition is too costly for the benefit it brings. It costs 10 cents to register a barrel and 10 cents to guarantee its receipt. If we handled all our bonded goods on this basis it would cost more than \$10,000 per annum, and for such an outlay we would have to demand very substantial returns. If the registry offices want to do business on a big basis I would suggest that they either lower their charges or produce further results from their service."

Trade lunches are still a feature of the weekly routine of the Main-street liquor world in Louisville. Every Tuesday the distillers, jobbers and jobbing distillers assemble for a couple of hours' conference and a good lunch at the Tyler Hotel, and there is no prospective cessation of these evidences of trade co-operation and good will. I. W. Bernheim, of the Bernheim Distilling Company, was recently host at a luncheon. Mr. Bernheim advocated the policy of sticking close to the trade and not converting the periodic conclaves into mere entertainments. Accordingly, he did not introduce any guest of honor, although during lunches preceding, various Bluegrass notables had spoken, including ex-Governor Augustus E. Willson, Thomas C. Timberlake, president of the Louisville Commercial Club; Mayor William O. Head and Peter Lee Atherton, a prominent local capitalist. The whisky men say that permanent interest in the regular lunches will be insured if folks outside the trade are brought in only occasionally, the chief purpose of the meetings being for the betterment of the industry itself through an interchange of ideas.

The Sunny Brook Distilling Company has commenced operations in one of the new distilleries recently erected for the concern at Twenty-eighth street and Broadway in Louisville. The addition to the Sunny Brook properties is typical of the new idea in distillery construction. It includes a big brick and stone building, finished throughout its interior with concrete, equipped with sufficient machinery to mash 200 barrels of whisky per day. The structure is walled almost entirely with heavy underwriter's glass along its western exposure, affording ample light within and an attractive appearance without. It evidently contrasts with the old-fashioned type of weather-stained frame distillery which has come to be regarded as an emblem of Kentucky's history.

At the annual meeting of the Kentucky Anti-Tuberculosis Association a short time ago Bernard Bernheim, of the Bernheim Distilling Company and one of the leading business men of Louisville, was re-elected to the directorate of the association. Mr. Bernheim has worked for many years against the advance of the white plague in Kentucky, and has contributed liberally in support of the various campaigns instituted by the Anti-Tuberculosis Association. He has erected and maintains the Bernheim Lodge, at Waverly Hills Sanatorium, where hundreds of consumptives are cared for every year.

Paul Jones, son of Saunders Jones, of Paul Jones & Co., and one of the best-known young men in Louisville, is critically ill with an affection of the throat which threatened a serious surgical operation a short time ago at Johns Hopkins University in Baltimore, Md. Mr. Jones has been brought back to Louisville and is now slightly improved, although during the return trip from Baltimore it was feared that he would never reach this city alive. He is the son of Saunders Jones, of Paul Jones & Co., and is a brother of Warner Jones, who is at present in charge of the affairs of the company.

The distillery, elevator, mill and material warehouse of John T. Barbee & Co., of Louisville, in Woodford County, about six miles from Versailles, were recently destroyed by fire with a loss of \$20,000. The big Barbee bonded warehouses on the property were fortunately saved from the flames. The fire originated in the boiler-room of the plant while the mash was in operation and spread rapidly to other portions of the establishment because of inadequate fire-fighting facilities. A small loss for tax to the Government was also sustained. The Barbee concern is one of the oldest in Kentucky. Steps are being taken for the complete rehabilitation of the Woodford County properties by next fall.

The Stone Hill Wine Company has filed suit in the Jefferson Circuit Court in Louisville asking that a deed, made in April, 1911, be declared invalid. The instrument in question is executed by W. P. Strader and Daisy Lee Strader, conveying certain local realty to themselves, to the Garth Educational Society and to the Bank of Commerce. The Straders, the society and the bank are named as defendants in a petition filed by the wine concern, alleging that the deed was executed for the purpose of defrauding the plaintiff from the collection of a debt due it by the defendants. The petition asks that the property be sold by an order of the court and that the proceeds revert to it in settlement of the debt.

Following the death of W. H. Traylor, of Stanford, Ky., the founder of one of the oldest and biggest distilleries in that section of the State, a short time ago, it was announced that the Stanford properties will continue to be operated under their old name. The Traylor estate was sold at public auction shortly after the owner's death. The home distillery, including the original plant, the Traylor residence and 316 acres of ground, were bought by A. T. Traylor, brother of W. H. Traylor, for \$23,327.50. Mr. Traylor has formed the firm of A. T. Traylor & Co. with his sons and will continue to operate the Stanford distillery under the family name, in connection with Paxton Brothers, of Cincinnati, O. The old John Traylor distillery, another Traylor property, has been purchased by J. W. West for \$875, to be operated by him hereafter.

After having been a successful member of the Western Kentucky liquor trade for more than twenty-five years, Henry Kraver, of Henderson, Ky., has disposed of his interests to a new firm composed of George M. Johnson, of Paducah; J. T. List, of Evansville, Ind., and others. The new firm proposes to build up the Kraver interests upon a broader basis through catering more extensively to mail-order trade. Mr. Kraver, after a quarter of a century's success in the wholesale field, proposes to devote all his time and attention hereafter to the distilling branch of the industry, as president of the Peerless Distilling Company, of Henderson.

D. A. Emmitt, of Maysville, Ky., and his brother, George L. Emmitt, of Terre Haute, Ind., have secured a ninety-day option upon a valuable tract of river-bottom land near Maysville and will proceed at once with the erection of a big distillery if sufficient water supply can be gained on the site. A well is now being sunk to determine the advisability of the location in this connection.

The Monmouth Distilling Company has definitely decided to move from its old properties near Dayton, Ky., because of transportation facilities which are inadequate for its growing interests. The Monmouth company, according to a recent announcement by its president, L. O. Maddox, Sr., may remove to Petersburg, Ky., and to Illinois, but will certainly resume operations in the trade in the near future.



## Prohibition Distasteful to the Catholic Church

THE prohibitionists of Texas have made quite a feature of their campaign in the speeches of Father Patrick Murphy of Dalhart, Texas, who is stumping the State for their cause. The *Houston Post* now states that Father Murphy has been instructed by his superior, Bishop Lynch, of the Roman Catholic Diocese of Dallas to return to his pastorate and to look after his congregation, rather than stump for prohibition. This shows that Father Murphy is out of line with his ecclesiastical superiors.

The following utterances compiled by Colonel Oscar C. Guessaz on prohibition by the leaders of the Catholic Church, both in America and Ireland, show that that theory finds no support by the hierarchy of that church.

Views of prelates given in Colonel Guessaz's summary not only include talks by Cardinal Gibbons, only prince of the church in the United States, but there is one by Cardinal Logue, primate of all Ireland. Nobody who has read Father Murphy's speeches, certainly none who has heard him talk, doubts his earnestness or his zeal. It is Colonel Guessaz's effort, however, to prove Father Murphy not only does not represent his church on the issue of prohibition, but is altogether out of line with it.

Replying to a question by a reporter for the *Express* as to the speeches Father Murphy has been making, Colonel Guessaz said:

"I note in the report of the prohibition convention held in Dallas on June 9th, that the Rev. Father Patrick J. Murphy, of Dalhart, the priest who aligned himself on the side of the bootlegger and the blind tiger uncontrolled by law and who is against the clean, legalized and orderly saloon, delivered himself of some more caustic and vitriolic accusations against the people who do not agree with him.

"For his benefit I would like to quote the utterances of his superior, Cardinal Gibbons, that great churchman who was given probably the greatest ovation that has ever been given to a churchman in the history of this country and during which the President of this republic, Mr. Taft, and the ex-President, Theodore Roosevelt, vied with each other to do him honor.

"Speaking upon the prohibition question, Cardinal Gibbons said:

"I am persuaded that it is practically impossible to put prohibition into effect in any large community, and the best means, therefore, to promote temperance is to limit the number of saloons by high license. I would be in favor of inflicting severe punishment on the proprietors who violate the law in the first instance, and in the second instance of violation, I would withdraw the license altogether.

"Laws like prohibition that are certain to be violated had best not be made, for incessant violation draws down upon them disrespect."

"To the *Baltimore News* the Cardinal made a further statement amplifying his views as given above:

"Local option should under no circumstances apply to this city. I regret to be compelled to return to that subject, but as a citizen and a churchman who loves his native city, I am profoundly impressed with the sense of its temporal and moral welfare.

"Liquor would be sold here quite as abundantly under prohibition laws as under well-regulated license. The consequence will be that liquor will be dispensed contrary to law instead of being sold in accord with law. Then, too, the city will be deprived of a large revenue which is so much needed for the government of this community.

"When a law is flagrantly and habitually violated, it brings

legislation into contempt. It creates a spirit of deception and hypocrisy, and compels men to do insidiously and by stealth what they would otherwise do openly and above board.

"All good men—good citizens—are in favor of the virtue of temperance and I regret to see that the moral side of the question has not been sufficiently considered. You cannot legislate men by civil action into the performance of good and righteous deeds.

"If we are to improve the morality of our city and make our citizens more temperate, let the virtue of temperance be proclaimed in the churches. Above all, let it be enforced in the family that parents, both by word and example, may inculcate in their children the temporal and spiritual blessings which spring from a life of temperance and sobriety, and let them impress upon their children the terrible consequences of drunkenness.

"We might profitably learn a lesson from the old cities of Europe which for 2000 years have been agitating this question. There is not a single city in Great Britain, Ireland or on the Continent which attempts to prohibit by law the sale of liquor. They have learned from a long experience that the best method of regulating this article of commerce is to impose licenses, to maintain good order for the protection of the citizens and to punish the violators of the law."

"And again Cardinal Logue, the eminent prelate of Ireland, on the occasion of his last visit to America, asserted that no prohibition law could ever prove successful, that temperance could never be legislated upon the people, but that the people must be educated to restraint in the use of alcoholic drinks. This utterance was no doubt to the earnest but mistaken men and women who are endeavoring to prohibit the sale of liquor by law, in this country. These would-be reformers are apt to claim that Christian religious sentiment as a unit arrays itself behind their cause, yet the Cardinal in his interview was merely giving expression to the general teaching of the Catholic Church on this important matter.

"The church does not favor prohibition laws. It is well for Catholics to understand her position on the liquor question at a time when laws regulating the sale of liquors are so much discussed. She believes in temperance, as witness her many temperance societies with their thousands of members, but she believes that this temperance should come from education and the exercise of free will—the determination of the man not to fall into the sin of gluttony. She knows, also, that no prohibition law can prevent men who wish to drink from obtaining liquor, but that prohibition as now obtaining in some States and counties is merely an exchange of illicit for open selling.

"The following special dispatch was published in the *New York Times* of February 11, 1908, under a St. Louis date:

"Addressing the Catholic Union of Missouri in St. Louis, the Rt. Rev. Mgr. Franz Goller, pastor of SS. Peter and Paul's

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Church, declared that Pope Pius X is not in sympathy with the prohibition idea now spreading through this country.

"Mgr. Goller's remarks are deemed significant because he was among the first priests to be raised to the rank of papal private chamberlain by the present pontiff.

"The Pope certainly does believe in temperance," he said, "that is, moderation in all things, but not absolute prohibition. That is not the spirit of freedom, but of autocratic government. The Holy Father himself takes a glass of wine and believes that men should be allowed to use their own judgment in what they should eat and what they drink, and not have other men decide such matters for them."

"It must be that the Rev. Patrick J. Murphy is one of the unfortunate, earnest, but mistaken men of whom Cardinal Logue speaks. The Texas priest is undoubtedly a good man who endeavors to minister to the spiritual wants of his flock, but it must be that he seldom leaves the sacred precincts of the town of Dalhart and that perhaps the trips to Waco and to Dallas are the longest journeys he has ever undertaken. Certain it is that the good man has never seen the evil of the blind tiger and the bootlegger, otherwise he would like the orderly saloon where refreshments necessary to some men are sold with the sanction of law better than the noisome conditions which usually obtain under prohibition rule.

"Does the Rev. Patrick J. Murphy know that the oldest prohibition State in the Union, after an ineffectual trial of prohibition of 56 years, is coming back to the safe and sane regulatory method?

"For the benefit of the reverend gentleman, I will quote from some more great Catholic authorities as follows:

"Rev. Daniel J. O'Sullivan, rector of St. Mary's Church of St. Albans, Vt., commented as follows upon Cardinal Gibbons' statement, according to the *New York Times* of February 11, 1908:

"I believe that the words of the Cardinal will have great influence not only with Catholics, but with all fair-minded people in the United States.

"Cardinal Gibbons is a brave man, who is never deterred by fear of criticism or condemnation from telling the truth as he sees it on great questions that affect the interests of the church, society and morality. And on these questions he has never sounded a false note in his long career. Probably His Eminence will bring upon himself a storm of denunciation and abuse from the radicals and extremists among the prohibitionists and anti-saloon forces. But some of the principles advocated by these people are heresies in religion and cannot be accepted by Catholics. In their assaults on the liquor evil they go too far; they prove too much, and this weakens their power for good. Misstatements and exaggeration help no good cause."

"Asked if he thought that Cardinal Gibbons' word could be taken as meaning that the future position of the Catholic Church will be in opposition to prohibition and in favor of high license and local option, the clergyman replied:

"I believe that the Catholic Church as a body will probably never commit itself to either of those policies. It will confine itself to advocating the measures which will prove most effective in the promotion of temperance."

"Archbishop Messmer: 'I object to the sentiment which assumes that a man who drinks an occasional glass of wine or beer is not a temperate man. Temperance does not mean total abstinence. It means the moderate man. I protest also against any movement to pass laws which in any way interfere with the personal liberty of the individual unless such interference is necessary for the good and the protection of the community. That prohibition is such a necessity is a thing which its advocates have failed to prove.'

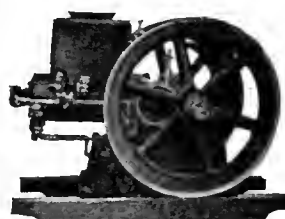
"Archbishop Ryan: 'We do not believe in prohibition as a law, for that is interfering with a man's personal liberty, but the church teaches temperance and moderation, as is only consistent.'

"Rev. D. S. Phelan, St. Louis, Mo.: 'Our Savior performed his first miracle to supply wine to a merry gathering. Our Savior himself drank wine. At the Last Supper he blessed wine, and he gave wine to his disciples and told them all to drink; and they drank.'

"Now you see where the Catholic Church stands. She stands with God. She stands with Jesus Christ. You can't ever get her to say that wine is evil, or that drinking of wine is a sin, any more than you can get her to say that marriage is unlawful or that the pure love between a man and a woman in wedlock is forbidden of God. I say this and I say it as a celibate and as a total abstainer.

"The militant prohibitionist priest of Dalhart is sadly out of tune with his church."—*Mida's Criterion*.

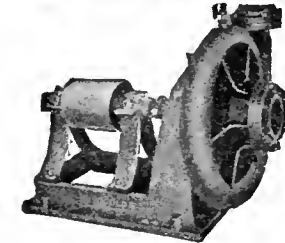
As a result of the recent tie vote at Merced, another election is to be held to decide whether the majority of the people want saloons strictly regulated or want no saloons at all. Unless another election is held within the 90-day limit in which saloons must be closed after the election of April 8th, the saloons as a whole will not be closed. It has been ascertained that the majority of the people favor having six or seven rigidly regulated saloons in the town rather than have no saloons at all. Under the Wyllie local option law special elections cannot take place more than once in two years. Under the initiative and referendum law voters on petition may have any law they want submitted to the people. Those in favor of a restricted number of saloons will take advantage of the initiative and referendum.



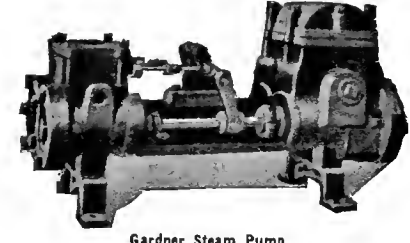
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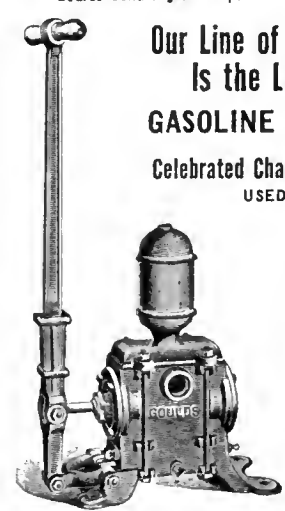
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## The Principles of Wine-Making

9. *Completion of the Fermentation.* In the case of dry wines, protection from bacteria is best obtained by prompt and complete attenuation. Fermentation should not be allowed to cease until all the sugar has disappeared. For this purpose, one, two or more aerations by pumping over are usually necessary immediately after the end of the tumultuous fermentation. The temperature of the wine should not be allowed to fall sufficiently to check the action of the yeast until all the sugar has disappeared.

Racking into small casks or into a cool cellar before the wine is completely dry is therefore to be avoided.

The time for drawing off red wine from the pomace in the fermenting vat is determined by the amount of extraction desired. As soon as the wine has extracted as much color and tannin from the skins as is required, it should be drawn off and the pomace pressed. The amount of sugar remaining, or the degree of "dryness," should not be considered. Fermentation will continue just as well in the storage casks without the pomace as in the vats, providing the wine is not unduly chilled in the transfer. In fact, the transfer from open vats in an open fermenting room to closed casks in a closed cellar is one of the best means of maintaining the temperature of the wine during the last stages of fermentation.

The drawing off and pressing give an aeration which invigorates the yeast and helps it to finish its work. The wine in casks should be closely watched, and, if not perfectly dry, in a few days it should be aerated by pumping over.

The yeast should be retained in the wine until its action on the sugar is complete. During the violent fermentation, the yeast is kept suspended in the body of the liquid by the rise of gas bubbles. In the slow after fermentation, the main bulk of the yeast sinks and forms a layer at the bottom, where, however, it continues to work. If the wine is racked from this yeast sediment before it is dry, it will very frequently cease fermentation and remain sweet. This is a very dangerous condition for the wine. New yeast often can not be produced in sufficient quantity owing to the fact that the yeast already produced has exhausted the yeast food in the wine. Bacteria, however, are able to increase, and during the winter often spoil the wine. It is a great mistake to trust to the spring fermentation to complete the elimination of the sugar. While this will sometimes occur in a satisfactory manner, the danger of the wine spoiling is serious, and, in any case, the final clearing of the wine is delayed several months.

(c) *After the Fermentation.* As soon as all the sugar has been destroyed, in the case of dry wines, or the desired degree of attenuation has been obtained, in the case of sweet wines, all the useful work of micro-organisms has been accomplished. The quality and safety of the wine then depends on freeing it from all organisms present and preventing the entrance and action of all others.

1. *Aging.*—A young wine, immediately after the fermentation, is cloudy. Before it is ready for consumption, it must be rendered perfectly and permanently clear. This is accomplished by time and the various operations of wine-handling. A perfectly sound and dry wine can be made clear by filtration and other means, directly after the fermentation is over, but it will not remain clear. Certain salts (cream of tartar) and certain albuminoid matters gradually become insoluble and are slowly precipitated. The clear wine therefore has to be

separated from these insoluble matters repeatedly until they practically cease to form and the clearness becomes permanent.

The time necessary to attain this condition varies with the kind of wine, the temperature and the amount of aeration. Wines rich in extract and albuminoid substances clear slowly and with difficulty. The difficulty is increased if the wine contains a small remnant of sugar and is infected with many disease bacteria. The effect of the temperature differs according to the kind of cloudiness. The lower the temperature, the more rapidly yeasts and other micro-organisms become inactive and accumulate in the sediment. At low temperatures the dissolving power of the wine is lessened and the cream of tartar tends to go out of the solution and to be precipitated. Many of the albuminoid and organic substances, on the other hand, are eliminated more rapidly at higher temperatures. A wine should, therefore, be kept as cold as practicable for several weeks after the fermentation is over. This will tend to throw down the micro-organisms and salts. After separating from the sediment thus formed, the temperature should be raised for several months in order to facilitate certain physical and chemical changes which result in rendering other matters insoluble. When separated from all sediments, the wine develops best at an even temperature of between 50 degrees and 60 degrees F.

As the wine clears, it also undergoes certain favorable changes in color, odor and taste which distinguish an old from young wine. These changes are due partly to the clearing of the wine and partly to chemical combinations and reactions between the various constituents of the wine under the influence of the oxygen of the air. The more intense the aeration the more rapid are these changes. Small casks and frequent rackings increase the aeration and, therefore, the rapidity of aging. High temperatures have the same effect. Large casks and low temperatures retard these changes. If too rapid, the wine does not acquire its finest qualities and become vapid; if too slow, the aging of the wine is unduly prolonged and the wine is liable for a longer time to the possibility of injurious changes.

In any particular case, it is a matter of judgment how rapidly the aging should be caused to progress. In a general way, the best results in quality are obtained by the use of small casks and low temperatures. Where low temperatures are unavailable, larger casks must be used.

The time of aging is determined not only by the attainment of stable limpidity but by the acquirement of the odors and tastes which distinguish a properly aged wine. Improvement in the latter respect may continue after all insoluble matters have been separated from the wine. After a certain time, however, every wine attains its optimum quality. At this point it should be bottled or consumed for all further changes decrease the quality.

The point of optimum quality varies greatly with the character of the wine. The more alcohol and extract the wine contains the more slowly it acquires its highest value. Ports and sherries may improve for twenty or thirty years, while light northern wines may be at their best in one or two. The taste of the consumer must also be taken into account. While a wine

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in aging acquires certain qualities such as the odors grouped as "bonquet" it loses certain agreeable aromas preformed in the grape and which are most marked in the young wine.

2. *Racking*.—As soon as bubbles of  $\text{CO}_2$  cease to be given off, the yeast and other solid matters will settle to the bottom and the liquid become clear. This often occurs before the fermentation is complete. In this case the temperature should be kept up and the fermentation stimulated by alteration as described above.

When the wine is dry it should be "racked" (drawn off, decanted) from the sediment into clean casks. The first racking is usually done while the wine is still slightly cloudy during the first month or six weeks, to remove the more bulky sediment. If left too long in contact with the yeast the autophagy or degeneration of the latter may produce substances which injure the brightness and flavor of the wine.

A second racking is necessary at the end of the winter before the spring rise of temperature arrives and stimulates the vitality of the micro-organisms which always remain in the wine. A well-made wine at this time should be perfectly bright and all solid matters consisting of yeast and bacteria, coagulated albuminoids and crystals of bitartrate should have accumulated in the sediment.

Racking should take place when possible only in settled weather, when the barometric pressure is high. Low atmospheric pressures diminish the solubility of the  $\text{CO}_2$  with which the wine is saturated. Under these conditions, therefore, bubbles of gas are apt to be given off, bringing up particles of sediment and rendering the wine cloudy. However long wine is kept in wooden casks, it will continue to deposit traces of sediment, owing to chemical changes due to the action of oxygen which penetrates slowly through the wood. Repeated rackings are therefore necessary, occurring at least twice a year until the wine is bottled or consumed.

3. *Exclusion of Air*.—Abundant aeration is necessary during fermentation. A moderate supply of oxygen is necessary for the proper aging of wine. Experience has shown that exactly the proper amount of pure filtered air will obtain access to the wine for the latter purpose through the wood of ordinary casks of proper size.

With sound, completely fermented wines, all aeration other than that due to the porosity of the wood should be avoided as much as possible. This is accomplished by keeping the casks tightly bunged and completely filled. Evaporation through the wood continually diminishes the volume of wine and the lack must be supplied by *filling up*, at first two or three times a month and later every month or two. The drier and warmer the air of the cellar, the more frequent the fillings necessary.

4. *Sulfuring*.—A light sulfuring of the clean casks into which the wine is racked is usual. This should be practiced with great caution. Very little is needed with sound wines, especially if it has been used before or during fermentation and a slight excess will injure the flavor. The amount for perfectly dry wines should not exceed .004 per cent for white wine and less for red. One-half to one-third of this is sufficient for old wines. The amount can be accurately measured only when using meta-bisulfite or the liquefied gas, and is equivalent to from 2 to 5 ounces of meta-bisulfite to 1,000 gallons of wine. The utility of the  $\text{SO}_2$  with perfectly sound wines, is to diminish oxidations with wines liable to disease, to discourage the growth of bacteria.

5. *Cellar Hygiene*.—All manipulation of the wines should be conducted with strict attention to cleanliness. Cleanliness

in this case means not only absence of dirt, but the prevention of the development of molds and bacteria. The alcohol, acids and tannin of sound, well-made wines have certain antiseptic properties which prevent injury by the small infection with the spores which exist in ordinarily pure air and clean water and which it is impossible to avoid entirely. Any wine, however, may be injured or spoiled by the abundant infection with harmful micro-organisms which occurs when they are placed in contact with dirty hoses, pumps or casks.

All the surfaces with which the wine comes in contact should be thoroughly cleaned and washed immediately after use. If these surfaces are metallic or otherwise non-absorbent, they should be kept perfectly dry. If they are of wood, rubber or other porous material, they should be preserved from bacterial or mold growth by means of sulfurous acid.

Empty casks should be sulfured by burning a small piece of sulfur in each, once a month, for three or four months. After these sulfurings the casks will usually be perfectly sterilized and the sulfurings need then be done only every three to six months. Open wooden vats may be sulfured in the same way if they can be covered temporarily with canvas or a close wooden cover. Spraying or swabbing with a 10 per cent solution of calcium sulfite is more effective if the vats are not covered. Rubber or canvas hoses should be rinsed with sulfite solution and hung up so that no liquid remains in them and washed before using.

Casks or vats which have contained spoiled wine or been permitted to become moldy or vinegar-sour require special treatment before they are used again. They must first be made mechanically clean by removing all sediment with scraper, washing-chain or brush. All volatile acid must then be neutralized by treatment with a hot 5 per cent to 10 per cent solution of carbonate of soda. Moldy tastes are hard to remove. When a cask becomes badly tainted it is best to take it apart and re-cooper it before treatment. When less badly affected and when all the staves are sound, the moldy taste may be removed by treating the dried interior with hot cotton-seed oil. After the oil has acted for two or three days, it should be removed with hot water and soda.

After mechanical cleaning and removal of all bad tastes, the cask should be sterilized. Small casks are most easily treated with boiling water or steam, followed by heavy sulfuring. With very large casks the heads and staves are apt to be warped by this treatment. In this case, several heavy sulfurings at intervals of several days are effective.

6. *Clarification*.—The clarification of a perfectly sound wine may be facilitated and hastened by thoroughly stirring up the yeast immediately before the first racking. The yeast in settling carries down much of the finer suspended matter, thus effecting a rough *fining*. Materials such as kaolin, pure silica sand, charcoal and filter paper can be used with the same effect after the first racking. The fining, however, is never perfect and the flavor of the wine is often injured by the materials used. A very pure clay, known commercially as Spanish clay, is used largely for clearing sweet wines where the flavor is not so delicate. From .5 to 1 pound per 100 gallons is used for this purpose.

The best wines are nearly always fined at least once immediately before bottling. One or two finings may precede this to hasten aging, defecation and *bottle ripeness*.

The materials used are soluble gelatinous or albuminous substances which are capable of being coagulated and precipitated by some ingredient of the wine. The best of the commonly used substances are *Isinglas* (Ichtyocol)  $\frac{1}{4}$  to  $\frac{1}{2}$  an ounce per 100 gallons for white wines; the *white of fresh eggs*, 4 to 8 per



100 gallons for red, and *gelatin* 1 to 1½ ounces per 100 gallons for either. The amount used depends on the degree of cloudiness.

The proper quantity of the finings is first dissolved in a little water, then diluted with wine and stirred into the cask. The tannins and acids of the wine cause a gradual coagulation in minute particles throughout the liquid. These particles gradually coalesce, forming larger particles which include all the other floating solid matter of the wine as in a net. These larger particles, contracted by the alcohol, then settle to the bottom, leaving the wine perfectly bright.

The coagulum consists of a combination of the gelatinous matter and the tannin. Some of the latter, therefore, is removed from the wine. With astringent red wines, this may be an improvement. If there is no excess of tannin present, enough must be added to combine with the finings used. With white wines, which contain little or no tannin, this addition is always necessary.

The amount to use varies with the quality of the finings and of the tannin and with the composition and temperature of the wine.

To precipitate commercial gelatin of good quality about an equal quantity of good tannin is necessary; isinglass properly prepared requires only from one-half to one-third this amount. Eggs require only minute quantities.

Specially prepared casein of milk is also used for fining white wine. Its chief merit is that the acids of the wine alone cause its complete precipitation and no addition of tannin is needed. Many other albuminous substances such as milk, blood and various proprietary preparations are also used, but they are all inferior to the three mentioned and many of them introduce foreign matters such as milk-sugar and bacteria, which are a source of danger to the wine.

Wines containing many disease bacteria may be injured by the introduction of finings. The evolution of gases due to the bacterial action may prevent the settling and the albuminoid matters introduced will favor the multiplication of the disease organisms. By means of a light sulfuring or the addition of about .5 oz. to 1 oz. meta-bisulfite to a 100 gallons added immediately before the addition of the gelatin, the bacteria may be temporarily paralyzed and the finings will then settle and remove the bacteria with the other floating particles.

The bright wine should be racked from the finings very soon after the sediment has settled, especially when the disease bacteria are numerous. This will be in from seven to ten or at most twenty days. If the wine is not clear in three weeks it should be filtered.

7. *Filtration*.—Filtering is inferior to fining in producing a perfectly bright wine. It is more rapid, however, and is useful in clearing common wine and wines refractory to finings. Filters of innumerable forms are used. They are of two main types. For rough clearings of very cloudy wines some form of bag filter is usually employed in which the wine passes through a cloth tissue. The passage at first is rapid and the filtration imperfect. As the solid matter accumulates on the filtering surface, the filtration improves but the passage of the wine is retarded. The first wine is passed a second time through the filter and as soon as the rate of filtration becomes too slow, the operation must be stopped and the filtering surface renewed.

For wines containing little sediment, the filter must be *primed*. This is accomplished by putting a little finings in the wine first passed through the filter. The priming is more effective and the output of the filter much increased if a little infusorial earth free from iron and carbonates is used with the gelatin.

(Concluded in May Number.)

## No Referendum for San Jose

THE city attorney of San Jose has submitted an opinion to the city council and mayor of that city to the effect that the proposition, "Shall the sale of alcoholic liquors be licensed in San Jose?" cannot legally be placed on the ballot at the ensuing municipal election. The city attorney was called upon some weeks ago to submit an opinion in order to set at rest contentions as to the legality of the proposition. According to him, the city charter is the paramount organic law of the city and contains no provision for the referendum, initiative and recall, and until the charter is amended in such a way as to provide for the submission of matters of municipal affairs to the vote of the people for the enactment of law controlling and regulating the same, all laws pertaining to such affairs must be enacted by the legal representatives of the people of the city chosen by the people pursuant to charter provisions.

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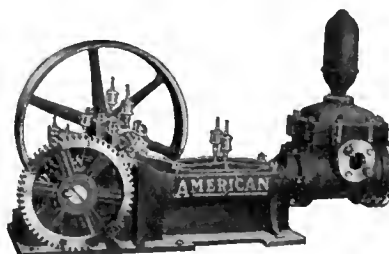
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## Two Important Aids in Wine Making

(Continued from Page 25)

in the must, and which are carried to the bottom during the settling. When such a must is started with pure yeast we have for all practical purposes a relatively pure fermentation.

There is of course some extra labor attached to the care of the pure yeast, which has to be kept apart from the fermenting house and constantly supplied with clear or settled must, but any one who has had the experience with such fermentations will always adhere to this method because of its assurance of regularity and thoroughness in the fermentation. The writer has, with a few exceptions, used the so-called Burgundy and Champagne yeasts originally obtained from those regions in France. They are reliable and vigorous yeasts and able to resist the influence of changes in the weather and of the cooling of the must during fermentation. Such yeasts have done excellent work with our rather heavy musts in California.


There is at all times in a fermentation a constant rise in temperature, and this is especially true when we use a yeast of pronounced vigor and activity. There may also be less radiation of the heat so produced and more heat is therefore retained in the fermenting tank when the weather is warm. Besides, the composition of the must may favor the development of the yeast and cause a violent activity of the same. In all such cases we should have recourse to control by some sort of a cooling device, notably that of pumping the fermenting must through pipes laid in ditches of cold running water. High temperatures in a fermentation are no doubt the cause of a good many subsequent diseases of the wine, due to the action of bacteria developed by such temperatures. It seems also that the essential oils and the glycerine develop better under a medium temperature, thereby giving the wine a milder and more unctuous character. A relatively high alcohol and low acid will likewise tend to make the wine smooth and round in taste. One of the results in cool fermentations seems to be a greater precipitation of tartaric acid, and another is the higher per cent of alcohol as compared with the wines made in the old way. Wines that were considered good when the maximum temperature was 85 degrees Fahrenheit, were found to be much finer and delicate in aroma and acid when the maximum temperature was kept within 78 to 80 degrees. At high temperatures the volatilization of the alcohol is greater, and some of it is also thought to be carried off mechanically by the larger amount of gas produced in a violent fermentation. The writer has often cooled must from 82 to 70 degrees, which requires some hours even with water at 58 degrees surrounding the pipes.

Pure yeast and cool fermentations should be considered concomitants; that is, they are mutually compensating agents in the process of wine-making. It may be asserted that their united action enables us to produce a very palatable wine from grapes that are not fully ripe, or such as we may be compelled to gather in unfavorable seasons. Cooling, however, should not be taken as meaning a sudden chilling without regard to the most opportune moment for this operation, and it should also be done with a view to economy in time and labor. In other words, it is possible to approximately calculate the time required by the apparatus used so that one cooling may suffice, and this work may not further interfere with other cellar operations. But even this knowledge could be acquired by mere experiments, though it can be done much better by some formulas of a simple nature. It is beyond the scope of this article to go into details, but the results surely warrant every wine-maker to make an effort in that line.

In all such endeavors to conform the cellar operations to

certain principles evolved from scientific research it should not be forgotten to keep a business record of the various fermentations and their results, for upon that rests the successive improvement of the finished wines. Much of the objectionable mystery of wine-making is thereby eliminated from the work, and we arrive at a clear view of the whole process. To make the reasonable use of light and pleasant wines more popular, and thereby counteract the use of strong drinks as much as possible, these recommendations are urged upon all progressive wine-makers as worthy of their earnest consideration; and it is the conviction of the writer that by carrying out such principles both the greater development of the industry and the more extensive use of light dry wines are accomplished.—*American Wine Press.*

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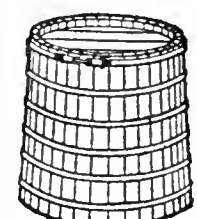
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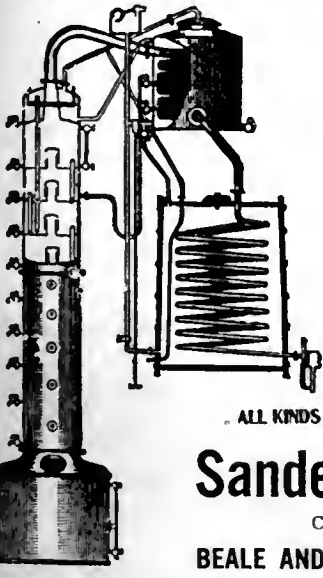
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ESTABLISHED 1878

VOL. XLIV.

SAN FRANCISCO AND LOS ANGELES, MAY 31, 1912

No. 7



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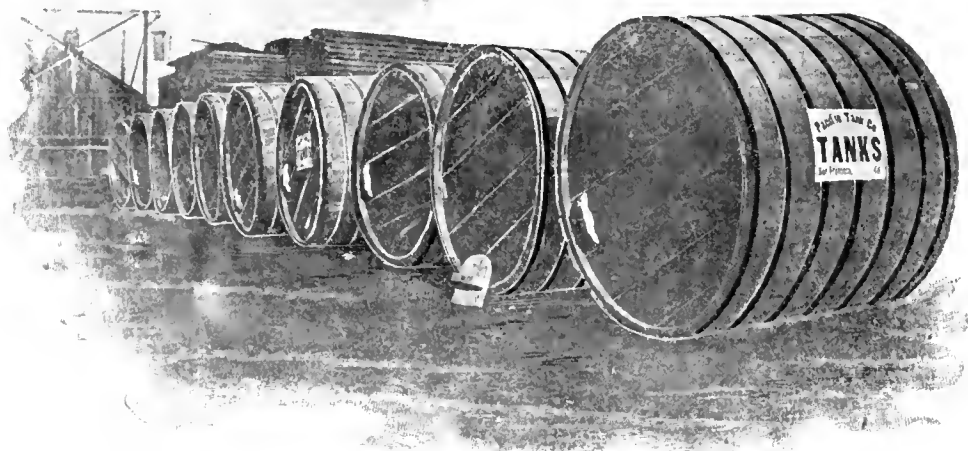
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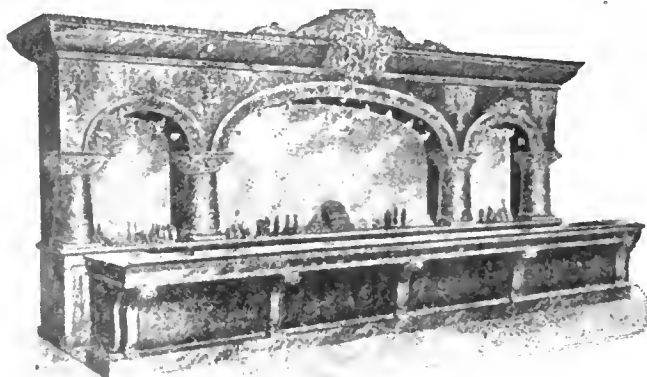
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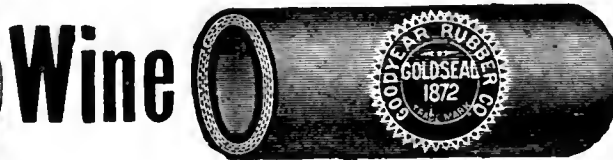
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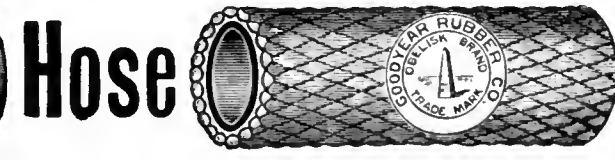
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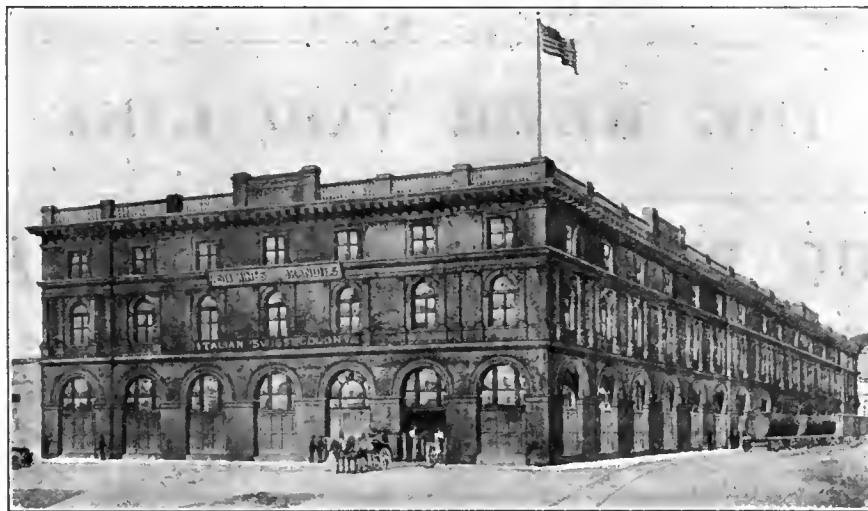
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GOLD MEDAL, Dublin, Ireland, 1892  
GOLD MEDAL, COLUMBIAN EXPOSITION, 1893

GOLD MEDAL, CAL. MIDW. FAIR, 1894  
SILVER MEDAL, BORDEAUX, FRANCE, 1895  
GOLD MEDAL, Turin, 1898  
GRAND PRIX, TURIN INTERNATIONAL EXPOSITION, 1911

GOLD MEDAL, PAN-AMERICAN EXPOSITION, 1901  
GOLD MEDAL, LEWIS & CLARKE EXPOSITION, 1904  
GRAND PRIZE, ALASKA-YUKON-PACIFIC EXPOSITION, 1909

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Issued Monthly

R. M. WOOD - - - - EDITOR AND PROPRIETOR

E. F. WOOD, - - - - SECRETARY

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The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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**LASH'S BITTERS**  
TONIC LAXATIVE

## Anti-Saloon League Bleeds the Churches

THE following article is from the pen of an experienced and able prohibition writer. *Clean Commonwealth*, published at Butler, Pa., is one of the most widely read prohibition papers published and its editor fearlessly denounces the Anti-Saloon League as a huge graft:

"The Anti-Saloon League has been in existence nearly nineteen years. It carried a number of Legislatures. It claims to have been the instrument of voting one-half of the country 'dry.' It secured the indorsement of the churches. It bled the churches right and left for money until their missionary efforts were crippled. Those who have most carefully watched say that it took probably not less than \$10,000 out of Butler County. During all this time there has been little accounting of its funds.

"The collections and pledges were gathered up and taken away at the end of an address, and in most cases the churches never knew how much had been contributed. Reports which the public at last demanded were made in the most general way, and exorbitant bills were paid on report for office expenses, stenographers and traveling expenses. When the representatives came to Butler or went elsewhere they stopped at the most expensive hotels. Big salaries were paid which tempted many a prohibitionist like John G. Woolley to desert his principles. Other honorable men like Michael J. Fauning or William Likens, perceiving the fraud which was being perpetrated, turned from the league in disgust. Millions of dollars were swept into this hungry vortex, contributed in tens of thousands of cases by trusting women. Church assemblies and conferences were lobbied as if they had been political conventions. Butler County has not one solitary thing to show for the thousands of dollars milked out of her churches. It is the same all over the nation.

"There were papers here and there, like the *Clean Commonwealth*, which were exposing it. The Internal Revenue reports, open to everybody, showed that while the Anti-Saloon League was parading notable victories that the volume of the liquor traffic was steadily and rapidly increasing. The most superficial examination of its flaunted maps and boasted victories would have revealed the fraud. The league did Pennsylvania in black, in map and song, and made Ohio almost white; and yet all the time Ohio had as many saloons to the population as Pennsylvania, and her volume of drink was just as great. The simplest investigation would have made this plain.

"Did you ever make any attempt to find out how much had been contributed to the Anti-Saloon League in your county or what was done with the money? Did you ever concern yourself to inquire how it was that while the league was boasting of turning the country white, that the volume of drink was constantly increasing? Did you in any way warn the church to which you belong that the Anti-Saloon League was grafting upon the churches? Or did you merely fall in with this great fraudulent movement without any investigation?

## Constitutional Amendment for Local Option in Maine Fails to Pass

THE proposed amendment to the Maine constitution to allow local option on the question of permitting the manufacture or sale of intoxicating liquors in all the cities and in such towns as accept the provisions of the resolve was defeated in the legislature. The Democratic majority in the house failed to muster the necessary two-thirds affirmative vote on the final passage of the resolve, and it was not carried. The vote was 71 in the affirmative and 64 in the negative. There are eighty-five Democrats and sixty-six Republicans in the house. The amendment had passed the senate by a vote of 18 to 8.



## California's Wine Exhibit at the 1915 Exposition



AT their annual meeting to be held on Saturday morning, June 15th, the Grape Growers' Association of California will inaugurate a movement to secure an impressive California wine exhibit for the Panama-Pacific International Exposition. They are desirous of starting an organization along the lines of those already founded by the lumber, mining, fruit and other industries which have made considerable headway in arranging for suitable representation at the 1915 Fair.

It may be well to state here that the California Building will be emblematic of the good cheer and hospitality for which this State is famous the world over. It is proposed to erect a characteristic Mission structure, three stories in height in the front, while the rest of the building will be but one-story and ramble about an open patio whose dimensions will be about 2,000 feet square.

Each county exhibit will face an arch of the great promenade cloister that will run about the inner court, which is to be filled with the choicest trees, flowers and shrubs that are grown in California.

On the second floor will be a huge ballroom where many a dance will be given during the life of the exposition. The third floor will be devoted to banquet rooms, big and little.

The last two features are intended not only for the use of San Franciscans and California, but will be offered to any State or Nation free whenever they desire to entertain.

Of course, there will be a liberal sprinkling of wine in the different county exhibits, since practically every section of the State produces wine, but the real California wine exhibit will be in the Agricultural Building, where will also be displayed the wines of the world, which are to be entered for competition.

The floor space will be given free to exhibitors, but the expense of installing and gathering an impressive exhibit, as well as providing a manager and proper attendants, will have to be borne by the wine men and in order to finance this exhibit properly, it has been decided to form a Wine Exhibit Association, whose sole object will be to devise ways and means for a wine exhibit that will surpass that of any foreign country and prove a credit to California.

As soon as the buildings are started, space will be allotted from the blue prints of plans and specifications, and the committee appointed to secure suitable space for a California wine exhibit will have to make a prompt selection in order to obtain as much aisle space as possible, and the proper light for showing off the color of the wines. We don't want to be placed in an out-of-the-way corner of the building and allow our foreign competitors to be favored. They will ask for space early and inasmuch as this will be an international exposition, every inducement will be held out to European exhibitors.

The classification of competing wines has been listed as follows: Dry wines (red and white); Sweet wines; Sparkling wines, and Brandies.

Permanent executive officers, including a President, Vice-President, Treasurer and Secretary, or manager, must be chosen, and executive, finance, exhibit, reception, publicity and other committees will be appointed at once to work out the details.

One director at least must be selected from every grape district in California. He will be expected to organize the grape growers and winemakers in his section so as to co-operate actively with the Executive Committee. Absolutely no one will

be allowed to display wines in this collective exhibit unless he has contributed the full amount fixed by the Finance Committee.

The Finance Committee will arrange a schedule of assessment to provide the necessary funds for an exhibit. The grape growers will be asked to contribute so much per acre each year for the vintages of 1912, 1913 and 1914, while the wine-makers and dealers will be assessed according to their output. The money will be banked and as the last contribution will be paid in on November 15, 1914, about four months previous to the opening of the Fair, the Association will know just how far they may go in elaborating their exhibit and planning a "Grape Day," when it is hoped a big distribution of grapes, a parade of grape floats, a literary programme, a national winemakers' convention, and a banquet may be arranged to impress the hundreds of thousands of visitors with the importance of our viticultural industry.

It has been suggested that an effort be made to secure September 8th for Grape Day. That is the day before Admission Day, which will doubtless be "California Day" at the Exposition, when a tremendous crowd of people will be in town. This will assure a big attendance at the grape ceremonies and attract wide attention. The day will probably end with a banquet in the California Building at which the dealers, wine-makers and grape growers from other states and nations will be the guests of honor.

It is hoped that all those who contemplate exhibiting and competing at the Exposition will promptly join the Exhibit Association, as the benefits will be great. In the first place, this collective display will overshadow every similar exhibit in the Agricultural Building and those who attempt to show their wine independently will certainly suffer by comparison and be overlooked. Secondly, the expense, covering eight months will be considerably less for each firm.

Educational literature dealing with the viticultural industry of the whole State will be distributed, and in the lecture room of the California Building there will be daily talks on "California's Valuable Grape Industry" supplemented with a wealth of beautiful slides and moving pictures. Every exhibitor's vineyard or winery will be depicted and this educational work is sure to bear golden fruit.

In our next issue we will print the officers and a list of firms that have joined the new organization which promises to boost California's viticultural industry as it has never been advertised before.

### Bank Clearings for April

BANK exchanges during the month of April at all leading cities in the United States, according to the statement compiled by R. G. Dun & Co., which includes returns from 127 centers, aggregated \$14,979,344,219, an increase of 21.2 per cent as compared with the same month last year and of 6.9 per cent as compared with the corresponding month in 1910. This is by far the best exhibit made by any month so far this year, and being shared in by practically every section of the country clearly reflects a general improvement in industrial and commercial operations that is especially gratifying because weather conditions were not altogether favorable for expansion in numerous lines.



## LOS ANGELES DEPARTMENT

**L**OS ANGELES, Cal., May 25.—The quiet season is now with us. Most of the tourists have gone "back home" and the influx from the desert sections has not yet begun. Business, however, is holding up in a very gratifying way and the trade has little to complain of, particularly the retail branch in the city. The convention of the Shriners made things lively here the first half of the month and the caterers and cafes of the city did a heavy business with the thousands of people attracted here by the festivities.

In the wine trade business is moving along in the same groove, local business continues fairly satisfactory and there is a considerable volume of goods moving to Eastern points. At the wineries there is nothing doing except the preparation of shipments and the making of some little brandy.

Among the wholesale liquor trade conditions are normal and there is the usual amount of goods being shipped to outside points while the local wholesale trade is up to the usual standard at this time of the year.

Secretary Barlotti, of the Italian Vineyard Company of this city, returned this month from a three weeks' trip through the Pacific Northwest, where he visited the principal cities looking up the conditions of the wine trade for his company. He reports finding business rather quiet in that section, but nevertheless he brought back a pocket full of orders.

Joseph Melzer Company have taken a lease on the balance of the ground floor of the building they now occupy and are transforming the addition into a storeroom for their bottling department and adding a kitchen. The growth of the business of the firm has made the carrying of large stocks of case goods a necessity and as a result they had to find more room for storage.

Rol King's Hollenbeck Cafe is doing a fine business despite the quiet season and everybody behind the mahogany is kept busy attending to the wants of the hosts of Rol's friends who drop in during business hours for a chat and a wee smile.

Quietness seems to reign among the cohorts of the Long haired brigade, as far as Los Angeles is concerned, though in the outside towns and villages of this county they are showing much evidence in the way of pestiferous activity in hatching up schemes to keep the liquor man from resting easy nights. Pasadena particularly seems to have a particularly virulent aggregation who keep the city trustees guessing 365 days in the year as to what next they are going to spring on them in the way of "Legislation."

Adolph Becker, of the Waldorf Cafe of San Francisco and Los Angeles, has been in Los Angeles for the past three weeks taking a well-deserved rest and between times has run down to his Imperial Valley ranch to watch the alfalfa grow.

Henry Baer, one of the pioneers in the wine industry in Los Angeles County has retired from the general liquor business, having sold his business, the Los Angeles Wine Company in this city, to the A. P. Hotaling Co. of San Francisco. He has retained the West Glendale Winery, but it is reported that negotiations are on for its purchase and with its sale the wine business of Southern California will lose one of its most energetic exponents, as Mr. Baer has signified his inten-

tion of retiring entirely from the wine business. Mr. Geo. B. Scott has been appointed the resident manager of the business, purchased by the Hotaling Company, which will be conducted under the same name and will retain all the employes of the old management.

Dan Jerrue has practically forsaken his cafe on Spring Street and abandoned himself to the lure of the country. At his "farm" out Eastlake Park way, Dan is raising potatoes, cabbages, radishes and weeds, mostly the latter, judging from the reports he makes to his partner of the work attached to weeding his garden as an excuse for not coming to town. In the meantime business is going on merrily at the Cafe so Dan does not have to rely on the success of his farming to ensure his daily "cats."

Billy Roop, of Becker Bros' Waldorf Cafe at San Francisco, was down during Shriner week renewing acquaintances and having a rest. Mr. Becker senior was also down and for the past two weeks; he and Frank Becker have been enjoying a visit to San Diego. Wonder if they are contemplating starting a "Waldorf Cafe" at that thriving city of bay and climate, in anticipation of the Panama Exposition to be held there in 1915.

Hi Alden and Thompson, who for so many years have held the trade of the commercial men at the old Nadeau, despite the erection of newer and up-to-date hotels, have come to grief, owing, according to report, to injudicious mining ventures which absorbed their capital and left them broke, resulting in the sheriff taking possession of the hotel, which is being now operated under a receivership on behalf of the creditors. Their passing from the hotel business will cause many genuine regrets from the traveling men of the Coast, to whom the Nadeau always seemed like home because of the careful attention to ensure their comfort that they received at that hostelry.

Fire broke out in the basement of Jim Jeffries' Cafe at 326 South Spring Street, on the night of the 22d, after closing hours and before it had gotten under control did damage to the extent of \$15,000. Strenuous work on the part of the fire department resulted in confining the fire to the building occupied by the saloon, which was pretty well mussed up by water, smoke and fire.

The paternalism of the Los Angeles city administration is well exemplified in a ruling adopted by the Police Commission forbidding saloon keepers to accept property as pledges for loans, and ordering them to report all such offers of property to the police.

The efforts of the Long Hairs to close the saloons of Venice having failed, the latest attempt being the calling of a special election to determine whether the number of saloons in that city be limited to two, has met with a decided setback. Judge N. P. Conrey of the Superior Court on the 21st issued a permanent restraining order forbidding the holding of the election, upon the petition of J. M. White who claimed that the necessary legal steps to the holding of the election had not been complied with and further that he would be injured as a taxpayer by the expenses entailed in the holding of the election.



## LOUISVILLE DEPARTMENT

G. D. CRAIN, JR., Regular Correspondent, 305 Keller Bldg., Louisville, Ky.



**L**OUISVILLE, Ky., May 20.—The present status of the liquor trade in Kentucky is deeply tinged with the prospective. For it is upon the future that the weal or woe of the distillers depend, and prospective developments alone may determine just where the whisky interests stand. There are multifarious connections to be anticipated, for it is not upon the developments of the next couple of months that the liquor trade depends, but upon those of the next couple of years.

The active operating season of 1911-12 has closed, and it is estimated that 42,000,000 gallons of whisky have been made in Kentucky during that time. The actual figures are not yet compiled for the numerous distilleries of the State, but authorities place the total crop somewhere around the 42,000,000 mark. Last season, at this time, it was announced that approximately 46,000,000 gallons of whisky had been distilled during the season of 1910-1911. This total is the biggest in the history of the Bluegrass liquor trade.

The consumption of whisky made in Kentucky last year, according to the actual records of withdrawals, amounted to only 32,000,000 gallons. A balance of 14,000,000 gallons has been carried over in the warehouses, to be added to the current crop of 42,000,000 gallons, exclusive of the quantities of all ages which remain. The distillers say that, during the next two years, there will be 90,000,000 gallons of whisky warehoused in Kentucky, to be disposed of at a rate of 32,000,000 gallons annual consumption. Obviously, there will have to be a big increase in consumption to take care of the market in the right fashion. The solution of the entire matter will develop within the next two years, at that.

The coming presidential election is of greater interest to the liquor men than any similar feature has been for years, for it is upon national politics that a great many factors affecting the demand have hung in the past few years. To begin with, the Rooseveltian definition of "What is whisky?" served to place Kentucky-made liquors in the lime-light. Perceptible improvement in demand was evident all over the country when Doctor Wiley was supported in his opinions as to the desirability or undesirability of straights, blends and so forth.

The construction which the Taft administration has placed upon Doctor Wiley's rulings, however, has tended to destroy the advantage which had been secured previously. The idea involved in the standard of the present administration has tended to induce the rectifier to use a neutral spirit rather than a straight whisky in making blends. Formerly the rectifier advised the neutral spirit because of its cheaper price for his purpose. When Dr. Wiley was supported in his contentions, the neutral spirit became very unpopular and consequently a vast quantity of straight whisky went for the blends. As it is now, the neutral liquor is coming back into its own, and a large slice of demand is being withdrawn from the Bluegrass whisky trade.

Whether or not the coming administration will advocate rigid policies in this respect is a question of prime interest in the trade of this section. No matter what their views on judicial recalls, the distillers feel that there is at least one feature to commend strongly in the presidential record of Theodore Roosevelt. Col. Roosevelt favored the use of "straight goods" without qualification during his term in office. In the event of a Democratic candidate being elected president next November, or in the event of a Republican donning the toga for four years, the feature of the occasion so far as the whisky trade is concerned will be his attitude as it affects the consumption of made-in-Kentucky liquors. The recall of judges, the Monroe

doctrine and other matters of moment pale beside this extremely interesting problem, the solution of which is expected to save the day for Kentucky distillers.

During the summer there will not be much doing with Bluegrass distilleries. Practically every plant in the State is now closed down for the warm weather and the trade has little to do but wait. So far as manufacturing conditions go, the outlook is satisfactory. When the time arrives for the distilleries to re-open for business in fall, it is probable that a bearish grain market will help matters materially in lowering the cost of production in whiskies. During the season just past the trade experienced great difficulty in handling sudden rises in distiller's grain, but next fall, on account of the big corn crop that is now being planted in every section of the South and Southwest, there should be no trouble for the distiller in obtaining excellent materials at reasonable prices.

While a majority of the liquor men strongly advise "going light" in fall, awaiting future developments, authority has it that Bluegrass distilleries will forge ahead on full-time schedules at the earliest opportunity afforded for the production of Bourbon.

"It is the hardest thing in the world to hold distillers back," said a well-known member of the trade not long ago. "I'm not easy to restrain and neither is anybody else in the trade. We all know it, too. But we are optimistic and we have to rely upon the steady progress of all lines of business to bring us all that is coming our way. The year will be a quiet one, owing to the backward crops and the coming presidential election, but 1913 should help matters along considerably."

The recent convention of the National Association of Wholesale Liquor Dealers for 1912 closed in Philadelphia, Pa., and the assemblage voted unanimously to return to its favorite meeting-place, Louisville, for its 1913 conclave. Consequently, the Gateway City is to be honored next year through the gathering of the Association hosts. The natural advantages of the Bluegrass metropolis have induced the wholesale liquor dealers to gather there a couple of times before in the history of the Association and not a soul is loth to enjoy Louisville's hospitality again in 1913. As the leading whisky market in the world, a progressive city of enterprise and jolly good-fellowship, the old town's hat is in the ring every time for the wholesale liquor interests. The local trade is already preparing to make the coming convention the most successful in the history of the organization, with attendance recruited from every nook and corner of the North and South. For the marching song of all Kentuckians rings true, especially with the N. A. of W. L. D. in this wise:

"Oh, the sunshine is the brightest, in Kentucky,  
Hearts are the lightest, in Kentucky.  
Girls are the dearest,  
Whisky is the clearest  
And it makes men act the queerest  
In Kentucky."

The Kentucky Distillers' and Wholesale Liquor Dealers' Association met in annual convention at the new Hotel Henry Watterson in Louisville a few days ago. The conclave was purely of a routine nature, and after transacting the regular business of the organization for the year the liquor men elected officers and adjourned the session sine die. In the

fternoon the entire fraternity convened again at Churchill Downs, the South's most historic race-course, to enjoy an afternoon with the sport of kings. Richard E. Wathen, president of the R. E. Wathen & Company and one of the leading members of the Louisville trade, was elected president of the Kentucky Distillers' and Wholesale Liquor Dealers' Association for the ensuing year. Mr. Wathen succeeded Col. J. W. McCulloch, of Owensboro, who has been at the head of the Blue-rass organization during four successful administrations. The other officers elected at the recent meeting are: Vice-president, Joseph L. Friedman, of Paducah; Secretary, Graeme MacGowan, of Louisville; Treasurer, Thomas Moore, of Bardstown. own.

Richard E. Wathen, the newly-elected president of the Association, has gone on a long Eastern trip, attending the recent National Association convention in Philadelphia and making port at Boston, New York and other Eastern points. He will be away for a month or so. Mr. Wathen is accompanied by Mrs. Wathen on the trip.

A tocsin in the trade was sounded at a recent distillers' luncheon in Louisville at the Tyler Hotel, which was attended by about fifty producers. W. C. Wheeler, one of the best-known men in the trade, presided as host at the luncheon and solicited the support of the entire assemblage in securing a short whisky crop in Kentucky during 1912-13. That every distiller in the State make it a point to restrain his operations next season was urged by Mr. Wheeler. This course, it was stated, is the only one which will assure the safety of the trade from the dangers of an overstocked market.

Laurence R. Finn, of Franklin, Ky., who is chairman of the State Railroad Commission, paid a recent visit to Louisville and announced that the position of the Frankfort Distilling Company, of Frankfort, Ky., asking for an adjustment of the freight rates of the Louisville & Nashville Railroad Company, is to be heard at once. The Frankfort distillers have asked that more advantageous freight rates over the L. & N. out of the capital city be allowed them by the Commission. Judge Edward C. O'Rear is to present the case of the distillers at the hearing, and the railroad will be represented by Judge W. G. Dearing.

Martin A. Wathen, president of the Old Grand Dad Distilling Company and a member of the well-known Kentucky family which for one hundred and twenty-four years has been identified with the liquor trade in this section, died at Mr. Carmel Hospital in Columbus, O., a short time ago. Mr. Wathen was stricken with paralysis while on a B. & O. S. W. train between Cleveland and Columbus a few days prior to his death and was removed to the hospital in the Ohio capital. Members of his immediate family were summoned at once and were with him at the end. Prior to his paralytic attack, he seemed to be in the best of health, and only once, many years before, had he ever been troubled with anything like the affection which resulted fatally. Mr. Wathen was born in 1857 at the little village of Rolling Fork, near Lebanon, Ky. He was the son of Richard Wathen, a prosperous planter, and after completing his education when twenty-five years of age, graduating from St. Mary's College, he came to Louisville. He entered the internal revenue service as an assistant collector under the late Attila Cox. After four years in the Federal service he identified himself with the distilling interests of his brother,

J. B. Wathen, and was instrumental in building up an extensive business for this concern. Subsequently, the J. B. Wathen Distilling Company was supplanted by R. E. Wathen & Company and the Old Grand Dad Distilling Company. Mr. Wathen retained an interest in both concerns, becoming president of the Old Grand Dad properties. Martin A. Wathen is survived by his wife, who was Miss Anna Jenkins, of Lebanon, Ky. Two sons, three daughters and four brothers also survive him. His remains were brought to Louisville for interment.

Paul Jones, the eldest son of Saunders P. Jones, senior member of the well-known local whisky house of Paul Jones & Company, died at his father's residence, 1330 South Third avenue, in Louisville a short time ago. He had been ill for some time with stomach trouble, and, a short time prior to his death, an effort was made to secure an operation at Johns Hopkins Hospital in Baltimore. This step was forbidden by his weakened condition, however. Paul Jones was twenty-four years of age. Except for a time when he was in St. Paul's School, in New York City, he spent practically his entire life in Louisville. Soon after leaving school he entered business with Paul Jones & Company, later withdrawing from the liquor trade to enter the insurance business under the late Walter Glover. Last October Mr. Jones was married to Miss Cornelia Guthrie, of this city, who survives him. In addition to his widow, his parents and three brothers, with one sister, survive. His sister, Miss Lucy Jones, was summoned home from abroad at the time of his death. The burial was in Cave Hill Cemetery, in Louisville.

### New British Wines Rules

THE new regulations restricting the mixing of British and foreign wines went into effect April 1. The object of the regulations, which are made under section 10 of the Finance Act, 1911, is to prevent the selling of British wines, on which no duty is paid, in the place of duty-paid foreign wines.

Manufacturers are prohibited by the new regulations from mixing any British wine with any foreign wine in a quantity exceeding the proportion of 15 gallons of foreign wine to 100 gallons of British wines, and from mixing any spirits with any British wine. Manufacturers will be compelled to register all sales of British wines and dealers are prohibited from selling wines which do not comply with the above regulations.

The regulations also provide that a rectifier or compounder of spirits must not mix any British wine with any spirits either for the manufacture of British compounds or for any other purpose; that a dealer in or retailer of spirits must not mix any British wine with any spirits except for the sole purpose of coloring or fining the spirits, and that British wine manufactured in conformity with these regulations must not, by reason of the admixture therewith of foreign wine, be sent out or sold or exposed for sale otherwise than under the designation of a British wine.

It is understood that the Board of Customs and Excise will not during the next three months interfere with the sale of existing stocks of mixed wines, but the regulations as to mixing are now in force.

Should your dealer not carry LYONS' PERFECTION BLACKBERRY CORDIAL we will be pleased to submit samples and prices on application.

THE E. G. LYONS & RAAS CO.



## The Need of the Hour

To the Editor:

THE recent criticism of the *American Wine Press* concerning the business methods employed by the California wine dealers and the resultant conditions of the market seems to have been warranted by facts. The symptoms of low prices, disregard for quality, besides rumors of underselling "the other fellow" at any cost, appear to the grower and maker of wines the main features of a disorganized trade. Some blame may rightly be placed perhaps on the methods of winemaking, but in the face of such conditions already long endured it is not to be wondered at that a grower will, unless he has an outlet of his own, not go to any extra trouble in the improvement of the quality of his wines. The indefinite competence of the winemaker both for making sound wines of better grades as well as for finishing them well before offering them for sale may possibly be admitted. It may also perhaps be contended that he is not sufficiently conscientious in the study of his work toward a higher standard of his product. Such contentions will not, however, quite absolve the dealer from the accusation of ruinous business methods in the distribution of the wines. While there may be, therefore, much indifference and ignorance on the one side, there is also much trickery and greed on the other. The actual result is that viticulture in its best sense is represented by only a handful of conscientious men, the rest being compelled through necessity or lack of knowledge to accept any terms offered them. The outcome of it all is a general demoralization of the industry.

Many winemakers will no doubt remember the existence of the former Viticultural Commission, and they will also recall the general effect of its work. Much of this may have been carried on along prejudicial lines by overanxious enthusiasts, but it can hardly be denied that the information furnished by it did a great deal toward the enlightenment of viticulturists. Through it there was established a greater spirit of union in the industry, and as a means for its advancement it served a good purpose. What such a Commission was intended to accomplish is now supposed to be carried on by our university and by the U. S. Government stations, and perhaps it is better to have these as agents for the promotion of the industry because of the greater reliability of scientific research and advice. And yet, such a source of information lacks the direct communication with the men in need of special knowledge; that is to say, it would be infinitely more productive of beneficial results if such information could be given by some official *in person and on the spot* where it is to be applied in practice. If, therefore, instead of having to fetch it from those places the grower and winemaker could, upon application, have it demonstrated on his own grounds the impression of such advice would be far more lasting than when received in print or writing. An actual discussion on the spot would tend to more readily solve problems arising from peculiarities of location and deficiencies of manipulation. This is particularly true of the smaller vineyard and cellar where often persistent efforts are made for higher quality than at the larger places.

It is evident that the only salvation for the reputation of our wines lies in the enlightenment of the individual producer, through whose more conscientious work some particular and high-class brands could be established. Such a view may not find favor with men of larger enterprises who like an extensive field of selection for their goods and whose profits depend more or less on the insufficient skill and knowledge of the producers. What holds true of our fruit is also applicable to our wine, namely, the expediency of a proper recognition of reasonable

and simple *standards* by which a product may be classified and named. The dealers have attempted this arbitrarily under innumerable "XX's" and "AA's," which have but little meaning except as to the prices attached, and often the name of the grape used indicates still less. If, therefore, the winemaker could appeal to some unbiased and authoritative commission or officials for a fair judgment on his types of wines it would not only vastly enlarge his views in the matter, but would also encourage him to install further improvements for the production of desirable types. Vintages come but once a year and the setbacks due to error are all the more serious in their consequences. The usual prejudice for his wines may often render the producer less responsive to advice at first, but continued information and judgment rendered by the requirements of standards will eventually lead him to such systematic efforts as will make his whole output more uniform and excellent. The often too prevalent indifference and conceit on the part of the winemaker are principally due to lack of proper information and knowledge as well as to the disparagement of his goods by the dealer.

The obstacles of the producer are many and for the benefit of a great future of this industry he should be helped by reliable and authoritative advice. It is hard to maintain practical ideals in the face of present conditions, but if we disdain high standards and are satisfied with a mere living there is little hope for an increased reputation of our wines. There are many levels where quality and profit meet. The lowest of these is where both the disparagement of the product and the ignorance of the producer yield the largest profit with the least quality—an ideal condition for the mere money-making dealer. The highest level compatible with common sense and farsightedness is based on an intelligent appreciation of quality by the consumer with a fair profit for both producer and dealer. Such a standard for business methods is not beyond human effort and assures to a large extent the future welfare of all concerned; but it demands eminent *fair play*. If this be denied and the questionable motto of "Business is business" be made the basis of trade, then we have to abandon all hope for anything like business morality. In that case we are simply dealing with the unbridled vices of fear, hatred and greed. This is not business in its best sense. It is mere destruction. The cynical talk about "human nature" and the common cant about "the struggle for existence" are often but excuses for gross injustice and further eradicate the spirit of fair play from competition.

For the benefit of the industry, therefore, it seems best to establish again if possible some sort of advisory board or commission or appoint some official trained in that line of work for the purpose of aiding all progressive growers and winemakers in their efforts for greater efficiency and higher standards of quality. Enlightenment everywhere means better work. Manual labor should be made less burdensome and more effective by thought. Intellect, on the other hand, should not degenerate into conceit and cunning. Physical and intellectual labor combined form the best basis for a sane and well-balanced existence. Under present conditions the winegrower plods while the dealer plots. In order to alleviate that plodding and counteract that plotting, and thereby create a more promising future for the industry, it becomes necessary to find some means of enlarging the capacity of the individual winegrower and winemaker by special information through some authoritative board or commission for that purpose.

RUDOLF JORDAN JR.

San Francisco, May, 1912.

Blackberry is not used like whisky or gin—only in case of sickness, hence only the best should be dispensed. Insist upon LYONS' PERFECTION BLACKBERRY CORDIAL being used.

THE E. G. LYONS & RAAS CO.



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## Fresno County's Prohibition Grape Growers

ON May 14th, the voters of the five supervisorial districts in Fresno County decided to eliminate some very well-conducted saloons—notably three in Reedley—and a number of roadhouses that were far from desirable. The total vote stood 1642 for license and 3867 against, the dry majority of 2225 leaving no doubt as to the sentiment of the people.

A large portion of these voters were raisin grape growers, who for years have sold their second crop muscats to the wineries. But they were prohibitionists at heart, as is evidenced by several communications received by the Grape Growers' Association of California in reply to a circular letter of warning sent out before the election, pointing out how the local option law would affect the distribution of wine.

### A JUBILANT ANTI.

Here is what the daughter of a recently deceased raisin grape grower of Fowler wrote:

"Yes, we went to the polls on Tuesday, May 14th, and protected the 'Boy and Girl Industry' for our community by voting for local option and we are thankful to say there were enough others voted the same way and practically put Fresno County dry.

"The gentleman to whom the enclosed letter was addressed is no longer living. If he was, I am sure the letter you are receiving in return for your trouble and kindness would not be as mild as the one which I am writing. He was a man who never touched liquor or tobacco in any form and always stood against its sale. Furthermore, he was a successful grape grower and did not depend upon the ability of the winemakers to dispose of his product.

"I am his daughter and I ask you not to send us any more such letters. We have no use for you nor your business."

### A GOOD SUGGESTION.

Another raisin-grape grower of Fowler, who voted "wet," looks at the matter in a different light. He writes:

"I am having some fun to myself since election day. I don't think very many people knew what their vote meant. When they voted this district dry, they were more after the road houses than anything else. I have said to a lot of the raisin men: 'What are you going to make off your vineyards if the wineries refuse to take your second crop, with the price of raisins 3c per pound and the prospects now for less than a ton to the acre, unless a person picks late. Property value will drop in two. Plenty of people around here would about lose their place, if the wineries would refuse to take their second crop of muscats. I believe if the report even would get out that the wineries were going to refuse to take only a limited amount of muscat grapes that the packers would use it as a club and batter down the price of raisins in anticipation of people making Valencias of the second crop.

"In my estimation, it would do more to make people keep their hands off the saloon question in this county than anything else. Two years ago there were people that could not pay their taxes if it had not been for the wineries, because they could neither sell their peaches nor raisins at any price. Yet they were ashamed to be seen around the wineries and voted against these places last Tuesday."

### TYPICAL HYPOCRITES.

Another grape grower who comes in contact with the vineyardists of Cutler, Reedley, Orosi and Dinuba writes:

"I know two strong advocates of prohibition whose wives are members of the W. C. T. U. and as this district produces lots of raisin grapes, these growers sell their second and third

crop to the wineries. The two farmers I have particular reference to and their wives recently sent petitions to Congressman Needham and Senators Perkins and Works, asking them to vote for the Webb-Kenyon bill which proposes to prohibit the shipment of wine or other liquor into prohibition territory.

"When I asked the wife of the farmers: 'Why do you sell your grapes to the wineries then?' She replied: 'We don't. Last year we sold them to a Chinaman who sold them to the wineries. We are not to be held responsible for what the Chinaman does.'

"What do you think of that? To make matters worse, I know it to be a fact that her husband furnished the team to carry the grapes to the winery!

"My other farmer friend did exactly as the preceding one, only with the difference that he sold the grapes to a white man instead of a Chinaman. This white man delivered the grapes to the winery.

"As long as these raisin grape growers can get their money for their grapes, it is well and good. They care very little whether they are inconsistent in their doctrine. These two farmers are good Christians and prohibition advocates and are among the cream of my neighborhood. What the rest of the raisin growers do, the books of the wineries in this vicinity will tell.

"Another good 'temperance' advocate sold his third crop of Muscats to a Jap who paid him a dollar and a half more than the winery offered and the Jap made wine on the premises of this good temperance advocate.

"I felt like writing to Needham, Perkins and Works but I think these men know that if any such proposed legislation is passed it will kill the industry, withdraw thousands of men, women and children from earning money during harvest time and hit the pocketbooks of the temperance people in like manner. If these sham believers in prohibition are sincere, let them up-root their vines."

### THE RESULT OF LOCAL OPTION.

THIS is the opinion held by all wine men—that if the raisin grape growers, sell their grapes to the wineries, they ought to help the wine men to keep open every avenue of distribution. In their circular letter, the Grape Growers' Association of California pointed out that the saloons and roadhouses were not the only place affected; that when a section goes dry—

No hotel, restaurant, or cafe, may serve California wine, beer or other liquor to guests even with meals.

No tourist or stranger may secure a glass of wine or liquor except through a doctor's prescription.

No commercial body, fraternal organization, or individual giving a public banquet at a hotel, club, or place of public resort may offer to guests wine, beer, or other liquors.

No club may serve any intoxicating beverages to its members.

No summer resort may offer or give away wine or liquor to its patrons.

No winery or brewery may allow visitors to sample their product on the premises when taking them about on a tour of inspection.

No grocery store or family liquor store may sell wine or liquor in sealed packages not to be drunk on the premises.

In short, the local option bill is not aimed only at the saloons and the roadhouses.

If adopted, it also revokes the license of every hotel, restaurant, cafe, club, summer resort, grocery store, and family liquor store and does away with the use of wine or liquor at public banquets, or other functions.

In view of these facts, it seems almost incredible that any grape grower, wine maker or person dependent upon California's viticultural industry would be so short-sighted as to vote for Local Option.

## May Crop Conditions

### SONOMA COUNTY.

Sebastopol, May 19.—This section, like many others, was visited by damaging frosts during April. The extent of the damage will not be known until later on, when the vines will be more advanced in growth. The vines are not yet in flower owing to the cold spell of the spring. There is plenty of moisture in all vineyards that receive proper care and cultivation, and we have no fear of the light rainfall of the season. No vines are being set out here, but, on the other hand, many are rapidly being taken out and Gravenstein apples planted in their places.

A. M. GAYE.

Windsor, Cal., May 20.—Some parts of our section were very badly injured by frost and other spots not touched. The vines not frostbitten look A No. 1. The lack of rain has not materially affected the grapes as yet, but it may further along. About 150,000 to 200,000 vines have been set out in this district.

H. M. LATIMER.

Healdsburg, May 20.—In this valley there has been no frost to amount to much, but between Geyserville and Healdsburg considerable damage was done to grapes. Also between Healdsburg and Santa Rosa the grapes were badly frosted in places. One man had ninety acres all bitten back.

Our vines are looking extra fine, and the prospect for a full crop at this time of year was never better. We have not had any big rain storms to pack the soil, as we often do when we have very wet winters, hence the land has worked up as mellow as an ash heap, and the moisture is up to the extreme surface of the ground. It could not be better for this county, and growers that don't make good this year are lazy.

So far as I know there has been a large acreage of resistant vines put out in this particular district. I set out six acres to resistant vines.

H. E. BURNHAM.

### SACRAMENTO COUNTY.

Florin, May 20.—We have had no frosts and our vines look good. The lack of rain has not affected our vineyards, and we irrigate. No vines have been set out here.

J. M. DAVIES.

### NAPA COUNTY.

St. Helena, Cal., May 20.—I should estimate that about 5 per cent of our grape crop was injured by frosts. However, our vines look better than ever, and have not suffered in consequence of the early lack of rain. I do not know of any vines being set out in this section.

WM. BORNHORST.

### SANTA CLARA COUNTY.

Madrone, Cal., May 20.—I believe that fully 25 per cent of the grapes in this section of Santa Clara Valley have been injured by frosts. Our vines are not yet in bloom, but they look good. The lack of rain has not affected them. No new vines are being set out here.

J. C. KIRBY.

### FRESNO COUNTY.

Dimuba, Cal., May 22.—Regarding the fruit prospects of this section, they are very favorable indeed. The grapes are in bloom and they promise an excellent crop. I do not think the lack of rain will have any appreciable effect on the coming crop, as the prospects certainly look the best at this time, and all ditches are running bank full, and water is being used freely on the vineyards and orchards. The planting of grapes this past season has been light, so far as the wine va-

rieties are concerned. Raisin varieties have been planted extensively, especially the seedless varieties. I do not think there is any increased acreage of wine grapes. Many vineyards have been worked over, and while there has been some new planting made, I do not think there is an increased acreage. What planting has been made in wine varieties was among winery men almost exclusively. I have added nothing to my vineyard acreage.

F. H. WILSON.

### SAN BERNARDINO COUNTY.

Cucamonga, May 21.—There has been no frost in this section. The vines are in flower, with the prospect of an average yield unless extreme heat should affect the crop later on from lack of sufficient moisture. Very few vines have been planted this season in this section. We are making some improvements to our buildings and putting in more cooperage.

M. E. POST.

## The Kirby Distilling Company

NEW ENGLAND thrift and true Western enterprise for a winning combination in almost any undertaking. This applies with particular force to the Kirby Distilling Company, Incorporated, manufacturers of the famous "Kirby Brandy," conceded by connoisseurs to be the finest of American brandies. The home office and principal place of business of this concern is located two and one-half miles west of Fowler. Here also is "Sierra Park Vineyard," containing 500 acres planted to wine grapes, and considered among the finest and best kept vineyards in Central California. It was here that the business was founded about twenty-five years ago by C. K. Kirby, now deceased, who came here from Boston, Mass., about five years previous to the establishment of this vast enterprise.

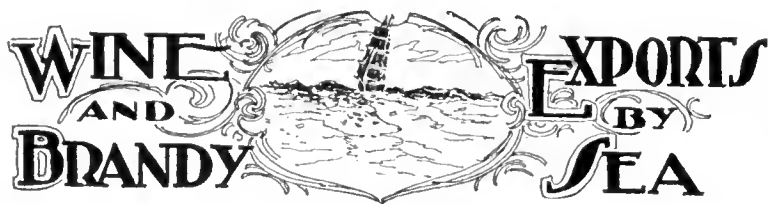
The corporation has a capitalization of \$100,000, which is headed by C. K. Kirby, Jr., as president; F. W. Kirby, secretary and treasurer, and S. L. Riddell, assistant manager and book-keeper. A second plant is also located at Selma. Besides the vast quantities of grapes grown in its vineyards, the company is one of the largest buyers of wine grapes in California.

The combined capacities of the two distilleries operated by the company is 300,000 gallons of brandy per year, and during the past year 104 carloads of the famous "Kirby Brandy" were shipped to all parts of the United States.

The purity of the "Kirby Brandy" is due to the fact that the company makes no wine; hence there is no wash or sour mash enters into the manufacture of the brandy. This is a specialty with the Kirby company, as nearly all the other manufacturers of brandy are also engaged in making wine, and use the waste products from the wine vats in the distillation of brandy.

The company has been an important factor in the development and upbuilding of Fowler and the adjacent territory. Additions and improvements to the properties controlled by the company are constantly being made, and profitable employment is given to a large number of both skilled workmen and day laborers.—Fowler (Cal.) *Independent*, May 9, 1912.

As showing the extent to which the fanaticism of the anti-liquor element carries them, the local branch of the W. C. T. U. in Berkeley has taken a pledge by which none of its members will trade in any grocery store that sells liquors. The members of the W. C. T. U. will seek the co-operation of all the mothers' clubs and similar organizations toward making the boycott effective. It is expected that the result of the movement will be that the amount of money spent on outside firms that deliver liquor in Berkeley will be very greatly decreased. The boycott, which has been judicially branded on numerous occasions as vicious, unreasonable and un-American, loses none of its force of appeal to the "dry" element because of its injustice.



NAMES OF CONSIGNEES WILL NOT BE GIVEN

Owing to a recent order of the Secretary of the Treasury through his local representatives, it has been found necessary to discontinue giving the names of the Consignees at this port. We regret to have to make this announcement, but for the time being, such conditions will rule.

IMPORTS BY SEA.

Foreign.

FROM APRIL 20TH TO MAY 20TH, 1912.

FROM LIVERPOOL (via Seattle)—Per Yukon, April 21.

500	cs	Gin	San Francisco.
5	cs	Whisky	San Francisco.

FROM NEW YORK (via Salina Cruz)—Per Alaskan, April 24.

125	cs	Whisky	San Francisco.
134	cs	Whisky	San Francisco.
1	bbl	Whisky	San Francisco.
1	bbl	Cordials	San Francisco.
2	bbls	Gin	San Francisco.
10	cs	Gin	Portland.
25	cs	Whisky	Portland.
75	bbls	Beer	Honolulu.
50	cs	Beer	Honolulu.
1	cs	Wine	Honolulu.
5	bbls	Whisky	Honolulu.
10	cs	Bitters	Honolulu.

FROM EUROPE—SAME VESSEL.

585	cs	Champagne	San Francisco.
55	cs	Wine	San Francisco.
63	csks	Mineral Water	San Francisco.
355	cs	Beer	Los Angeles.
275	cs	Champagne	Los Angeles.
31	cs	Beer	Portland.
25	cs	Lime Juice	Seattle.
100	cs	Mineral Water	Seattle.
400	cs	Champagne	Seattle.
69	cs	Wine	Seattle.
140	cs	Porter	Seattle.
150	cs	Whisky	Honolulu.
430	cs	Gin	Honolulu.
100	cs	Stout	Honolulu.
41	cs	Wine	Honolulu.
15	cs	Beer	Honolulu.

FROM KOBE, JAPAN—Per Persia, April 24.

266	csks	Sake	San Francisco.
60	cs	Sake	San Francisco.

FROM EUROPE (via Ancon)—Per Newport, April 27.

75	cs	Whisky	San Francisco.
75	bbls	Whisky	San Francisco.
50	cs	Vermouth	San Francisco.
26	cs	Liquors	San Francisco.
8	csks	Wine	San Francisco.
65	bbls	Whisky	Portland.

FROM NEW YORK (via Salina Cruz)—Per Nevadan, April 28.

4	qr	csks	Whisky	San Francisco.
52	bbls		Whisky	San Francisco.
546	cs		Whisky	San Francisco.
216	cs		Wine	San Francisco.
878	cs		Gin	San Francisco.
20	cs		Cider	San Francisco.
3	bbls		Wine	San Francisco.
60	cs		Cocktails	San Francisco.
50	cs		Liquors	San Francisco.
50	cs		Absinthe	Tacoma.
10	cs		Cordials	Tacoma.
75	cs		Absinthe	Seattle.
100	cs		Absinthe	Spokane.
25	cs		Wine	Sacramento.
1	oct		Rum	Los Angeles.

FROM NEW YORK (via Ancon)—Per Navajo, April 28.

76	bbls	Whisky	San Francisco.
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FROM KOBE, JAPAN—Per Korea, April 28.

291	csks	Sake	San Francisco.
177	cs	Sake	San Francisco.
49	cs	Sake	Los Angeles.

FROM HAMBURG—Per Abyssinia, May 1.

50	cs	Liquors	San Francisco.
200	cs	Brandy	Seattle.

FROM VICTORIA—Per Umatilla, May 4.

40	cs	Whisky	San Francisco.
3	cs	Beer	San Francisco.

FROM NEW YORK (via Salina Cruz)—Per Arizonan, May 6.

768	cs	Whisky	San Francisco.
35	cs	Gin	San Francisco.
70	cs	Wine	San Francisco.
3	bbls	Rum	San Francisco.
10	cs	Fruit Juice	San Francisco.
26	cs	Gin	Sacramento.
3	bbls	Whisky	Chico.
75	cs	Gin	Portland.
33	bbls	Whisky	Portland.
72	cs	Whisky	Portland.
765	cs	Wine	Portland.
15	cs	Lime Juice	Portland.
2	cs	Ginger Ale	Portland.
25	cs	Whisky	Spokane.
13	bbls	Whisky	Spokane.
2	bbls	Whisky	Seattle.
6	bbls	Whisky	Tacoma.
245	bbls	Beer	Honolulu.
25	cs	Whisky	Honolulu.
8	cs	Gin	Honolulu.

FROM EUROPE—SAME VESSEL.

153	cs	Whisky	Los Angeles.	
8	csks	Whisky	Los Angeles.	
4	qr	csks	Whisky	Seattle.
1	csk	Whisky	Tacoma.	
442	cs	Whisky	Honolulu.	
25	cs	Gin	Honolulu.	

EXPORTS OF WINE.

FROM APRIL 20TH TO MAY 20TH, 1912.

Destination.	Cases.	Gallons.	Value.
To Alaska	2	81	\$110
" British Columbia	78	3,437	1,724
" Central America	94	42,840	12,814
" China	27	1,964	856
" Hawaiian Islands	113	67,640	28,721
" Japan	...	1,057	307
" Mexico	5	6,450	2,282
" Philippine Islands	...	1,648	713
" South America	12	17,455	6,678
" Samoan Islands	...	556	302
" Society Islands	...	4,867	1,322
" Australia	...	27	11
" Straits Settlements	...	250	125
" Germany	...	900	573
" France	...	3,500	1,050
" England	...	4,500	1,850
" New York	2,090	855,761	296,687
" Other Eastern States	...	29,621	11,499
Total	2,421	1,042,557	\$367,624

WHISKY.

Destination.	Cases.	Gallons.	Value.
To Alaska	17	155	\$583
" Central America	124	404	1,450
" China	...	249	281
" Hawaiian Islands	152	5,742	15,537
" Mexico	2	133	151
" Philippine Islands	677	2,091	5,560
" South America	...	188	282
" Australia	...	334	290
" Baltimore	100	...	1,000
Total	1,072	9,296	\$25,134

BRANDY.

Destination.	Cases.	Gallons.	Value.
To Hawaiian Islands	17	200	\$615
" Japan	1	...	16
" Society Islands	...	5	18
" New York	...	1,323	2,687
Total	18	1,528	\$3,326

BEER.

Destination.	Packages.	Value.
To Alaska	15	\$90
" Central America	46	251
" China	25	126
" Hawaiian Islands	216	2,006
" Philippine Islands	200	1,008
" South America	62	217
" Society Islands	33	196
" Samoan Islands	1	8
" Australia	2	5
" Germany	1	10
Total	631	\$3,917

MISCELLANEOUS.

Destination.	Packages and Contents.
To Alaska	5 cs Ginger Ale, 19 cs Mineral Water, 2 pkgs Rum, 1 cs Ale
" British Columbia	60 cs Champagne, 1 cs Apple Cordial, 10 cs Mineral Water
" Central America	21 cs Cherries in Maraschino, 9 cs Min. Wtr, 1 cs Cocktails
" China	1 cs Champagne, 104 cs Grape Juice, 3 cs Cherries in Maraschino
" Hawaiian Islands	3 csks Ginger Ale, 1 cs Porter, 1 cs Mineral Water
" Philippine Islands	52 gals Alcohol, 20 cs 2 bbls Gin, 17 cs Cordials
" South America	27 cs 3 bbls Cider, 10 cs Ginger Ale, 4 cs Grape Juice
" Society Islands	58 cs Mineral Water, 10 cs Champagne, 10 cs Porter, 1 cs Fernet
" Japan	1 cs Anisette, 2 cs Chartreuse, 20 cs Vermouth
" Mexico	1 cs Fruit Juice, 1 bbl Stout, 1 bbl Ale
" Philippine Islands	22 cs Grape Juice, 1 cs Cocktails, 1 cs Fruit Juice, 6 cs Cherries in M.
" New York	15 cs Mineral Water, 3 cs Cocktails, 1 cs Cherries in Maraschino
" Total	64 cs Creme de Menthe, 20 cs 2 bbls Cordials, 1 hf bbl Bitters
" South America	15 cs Cherries in Maraschino, 5 cs Apply Brandy, 1 hf bbl Syrup
" Society Islands	2 bbls Blackberry Cordial, 14 cs Grape Juice
" Samoan Islands	10 cs Grape Juice
" Australia	2 cs Lime Juice
" India	5 cs Grape Juice
" Korea	2 cs Cider
" New York	2 cs Cherries in Maraschino
Total	628 cs 11 bbls 2 hf bbls 3 kgs 3 csks 79 gals
Value	\$5111



## FROM NEW YORK (via Ancon)—Per Peru, May 6.

90	bbls	Whisky	San Francisco.
13	csks	Wine	San Francisco.
10	octs	Wine	San Francisco.
3	qr csks	Wine	San Francisco.
50	cs	Champagne	San Francisco.
65	bbls	Whisky	Portland.

## FROM KOBE, JAPAN—Per Shinyo Maru, May 6.

98	csks	Sake	San Francisco.
03	cs	Sake	San Francisco.
25	csks	Sake	Los Angeles.
10	cs	Sake	New York.

## FROM NEW YORK (via Ancon)—Per Pennsylvania, May 9

70	bbls	Whisky	San Francisco.
15	kgs	Whisky	San Francisco.
10	bbls	Wine	San Francisco.

## FROM NEW YORK (via Salina Cruz)—Per Lyra, May 10.

5	cs	Cordials	San Francisco.
100	cs	Absinthe	San Francisco.
200	cs	Wine	San Francisco.
1	cs	Beer	San Francisco.
1	csk	Whisky	San Francisco.
45	cs	Wine	Sacramento.
4	cs	Brandy	Sacramento.
6	csks	Gin	Oakland.
3	bbls	Gin	Seattle.
12	bbls	Whisky	Seattle.

## FROM KOBE, JAPAN—Per Siberia, May 12.

150	csks	Sake	San Francisco.
12	cs	Sake	San Francisco.
30	csks	Sake	Los Angeles.

## FROM NEW YORK (via Salina Cruz)—Per Virginian, May 14.

7	cs	Cordials	San Francisco.	
158	cs	Wine	San Francisco.	
195	cs	Liquors	San Francisco.	
023	cs	Whisky	San Francisco.	
1	csk	Brandy	San Francisco.	
5	cs	Brandy	San Francisco.	
731	cs	Grape Juice	San Francisco.	
25	cs	Gin	San Francisco.	
5	csks	Gin	San Francisco.	
15	bbls	Whisky	Stockton.	
20	cs	Whisky	Tacoma.	
1	bbl	Whisky	Tacoma.	
650	cs	Grape Juice	Seattle.	
10	bbls	Whisky	Seattle.	
626	cs	Whisky	Seattle.	
14	cs	Liquors	Portland.	
615	cs	Grape Juice	Portland.	
24	bbls	Whisky	Portland.	
3	cs	Ginger Ale	Portland.	
9	cs	Cordials	Portland.	
1	oct	Rum	Portland.	
2	qr	csks	Wine	Portland.
10	cs	Wine	Portland.	
5	bbls	Gin	Portland.	
5	cs	Gin	Portland.	

## IMPORTS BY RAIL IN BOND.

FROM APRIL 20TH TO MAY 20TH, 1912.

## Via New York—

490	cs	Champagne	From Antwerp.
78	cs	Wine	" Rotterdam.
1	csk	Rum	" Liverpool.

## Via New Orleans—

102	cs	Wine	From Bordeaux.
1	csk	Wine	" "
80	cs	Champagne	" Antwerp.

## Hearing of Winemen Delayed

WASHINGTON, May 20.—The hearing of the California wine dealers who were to appear today before the House Judiciary Committee in opposition to the Webb liquor traffic bill has been indefinitely postponed, because the committee is occupied with the Archibald investigation.

## CALIFORNIA WINE TO NEW YORK IN APRIL

## From San Francisco, SS. Ancon.

2348	bbls.	California Wine Association
600	"	Italian-Swiss Colony
145	"	C. Vazzoler
95	"	E. L. Spellman & Co.

## From San Francisco, SS. Texan.

200	bbls.	Chas. Stern & Sons
250	"	Italian-Swiss Colony
100	"	A. D. Rudini

## From San Francisco, SS. Panama.

222	bbls.	J. Pacheteau
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## From San Francisco, SS. Cristobol.

3130	bbls.	California Wine Association
78	"	C. Schilling & Co.
85	"	A. Peirano
260	"	Sonoma Wine & Brandy Co.
10	"	E. G. Lyons & Rass Co.
123	"	California Wineries & Distilleries
187	"	French-American Wine Co.
62	"	C. Jouard
826	"	Lachman & Jacobi
75	"	Italian Wine Co.
340	"	Scatena Wine Co.
208	"	Roma Wine Co.
160	"	Italian-Swiss Colony
49	"	L. Botta & Co.
173	cases	Calwa Distributing Co.
257	bbls.	Order

## From San Francisco, SS. American.

431	bbls.	Chas. Schueler
325	"	Piedmont Winery
575	"	Chas. Stern & Sons
500	"	C. Manzella & Son
200	"	A. D. Rudini
240	"	A. Gazzolo
420	"	French-American Wine Co.
500	"	Italian-Swiss Colony
110	"	Italian Wine Co.
155	"	W. P. Bernagozzi
480	"	Order

## From San Francisco, SS. Alliance.

50	bbls.	L. Botta
75	"	E. G. Lyons & Rass Co.
41	"	J. Pacheteau
31	"	California Wineries & Distilleries

E.O. SCHRAUBSTADTER

ESTABLISHED 1864

E.A. GROEZINGER

A. FINKE'S WIDOW

HIGH - GRADE  
SPARKLING WINES

809 MONTGOMERY STREET,

SAN FRANCISCO, CAL.

TELEPHONES: KEARNY 709

HOME C 3322

61 bbls.	French-American Wine Co.
346 "	Lachman & Jacobi
158 "	Italian-Swiss Colony
218 "	Scatena Wine Co.
44 "	Roma Wine Co.
118 "	M. Ajello

From San Francisco, SS. Hawaiian.

100 bbls.	P. Garguilo & Co.
125 "	Chas. Stern & Sons
70 "	American Wine & Spirit Co.
62 "	Eddy & Fisher Co.
87 "	E. G. Lyons & Raas Co.
110 cases	Wetmore-Bowen Co.
500 bbls.	Italian-Swiss Colony
500 "	California Wine Association
60 "	Seaboard Wine Growers
75 "	Ciocca-Lombardi Co.
500 "	Sonoma Wine & Brandy Co.
560 "	Lagomarsino Wine Co.
60 "	San Benito Vineyards Co.
104 "	Chas. Schueler
493 "	Order

### New Zealand Entering Into Viticulture

ABOUT 1000 acres of New Zealand are now under grape culture for wine. The vineyard acreage would probably be much larger except for uncertainty over the policy of continuing or prohibiting the sale of alcoholic beverages. The New Zealand Viticultural Association recently represented to Parliament that the grape-growing and wine-making industry of the Dominion has been greatly discouraged by the present licensing act, and has requested that the law be amended by exempting New Zealand wines from its operation.

Under this act each of the sixty-eight licensing districts of New Zealand must vote every three years on local licensing, and also national prohibition or continuance must be decided by a general vote through the Dominion. The Chief Justice of New Zealand, in a recent suit, gave his opinion that in no-license districts wines could not only not be sold, but could not be made. At the general elections in New Zealand, on December 7, 1911, no districts made changes, and although 108,036 votes were cast for national prohibition and 91,491 against, yet national prohibition was defeated, as the percentage in favor of it was 54.15, whereas the percentage required to carry the issue was 60. Had national prohibition carried, it would have suppressed the present wine industry, except possibly for the export of wines, and the trade in imported wines would have had to stop also.

### WHAT WINES CAN BE PRODUCED.

New Zealand grapes, which grow chiefly in the northern part of the North Island, produce good wine of the claret and moselle type. The commissioners of the late Franco-British Exhibition spoke with especial favor of the brands sent from Auckland. An acre of grapes in the northern part of New Zealand can easily be made to yield 500 to 700 gallons of wine per year. New Zealand can not compete with hotter countries in producing full-bodied wine of high alcoholic percentage, and the local grapes do not have sufficient saccharine matter for ports, burgundies, or sherries without artificial assistance, but for light popular wines, such as clarets and moselles, climate and soil seem well suited.

About seven years ago the New Zealand Agricultural Department established a viticultural experiment station in the North Island to demonstrate to intending vine growers the most suitable varieties of resistant American stocks on which to graft the best wine and dessert grapes, with information on the art of wine making. No fresh capital, however, has for several years been invested in the industry. The recent annual report of the New Zealand Department of Agriculture mentioned that no appreciable increase of vineyard area had taken place, but rather the reverse, for which the risk of no license being carried was accountable.

### IMPORTS—MARKET FOR CALIFORNIA WINES.

Owing to the uncertainties of the local wine trade domestic output is not likely to gain; consequently imported wines will probably continue to meet most of the New Zealand demand so long as their sale is permitted. The imported wines come mostly from Australia, United Kingdom, and South Africa, Australia supplying 65,139 gallons, United Kingdom 44,546 gallons, South Africa 23,320 gallons, and British Columbia 1,959 gallons. Only 1,268 gallons were supplied by the United States.

Australian wine containing not more than 40 per cent proof spirit pays in duty 5s (\$1.22) per gallon; wine other than sparkling and Australian, containing not more than 40 per cent proof spirit, pays 6s (\$1.46) per gallon; sparkling wine containing not more than 40 per cent proof spirit pays 9s (\$2.19) per gallon, and wine of any kind containing more than 40 per cent proof spirit pays 16s (\$3.89) per gallon. With South Africa there is a reciprocity treaty which has given a great impetus to the sale of South African wine in this Dominion. South African wines other than sparkling pay only 2s (49 cents) per gallon duty, and sparkling wines 5s (\$1.22) per gallon. During 1910 excise duty was paid on 153,435 gallons of wine for home consumption in New Zealand, which represented a per capita consumption of 0.147 gallon.

It would seem as if there ought to be a larger trade in Californian wines, now that San Francisco has direct steamship service with Wellington, the capital of New Zealand.

## WILLIAM WOLFF & COMPANY

### IMPORTERS AND COMMISSION MERCHANTS

KIRKER, GREER & CO.  
JAS. SAUNDERS & CO.

58 BEALE STREET, SAN FRANCISCO

PACIFIC COAST DISTRIBUTORS FOR

IRISH AND  
SCOTCH WHISKIES

JOHN DE KUYPER & ZOON, Rotterdam ..... Holland Gin  
M. B. FOSTER & SONS, London ..... Guinness's Stout, Bass's Ale  
CANTRELL & COCHRANE, Belfast ..... Ginger Ale and Sarsaparilla  
"QUENCHY," French Vichy Lemonade, bottled at the Spring "La Francaise," St. Yorre, Pres., Vichy, France.

AMERICAN WHISKIES BOTTLED IN BOND AND IN BULK

BOND & LILLARD MELLWOOD OLD HORSEY RYE OLD WATERMILL BELMONT OLD GOVERNMENT  
AND OTHER STAPLE BRANDS

IMPORTERS OF  
VINTAGE WINES, STAPLE CORDIALS, BITTERS, PRESERVES, OLIVE OIL, ETC.

## SEATTLE AND NORTHWEST NEWS

SEATTLE, WASH., May 20:—The Mayor of Seattle has discovered that there is a higher authority than his in the regulation of the sale of liquor. This occurred in the case of the Alaska Bar, at Third avenue and Jefferson street. Judge J. B. Albertson issued an order on the 6th of May to the effect that the saloon should have its license.

The City Council voted a license to the Alaska Bar on the 4th of April over the Mayor's veto. In consequence of the action of the city officials the owner of the saloon, Mr. C. T. Morris, commenced two suits. In one he asked that the Mayor be compelled to approve the license voted by the City Council and that the Comptroller be compelled to issue the license. In the other he asked that the city be restrained from closing the saloon. Judge Albertson dismissed the injunction case but found that the saloon was entitled to a license. He made the necessary order for the issuance of the license which will be in effect until April 7, 1913. As the new license is to date from April 7, 1912, when the old one expired, there was no necessity for any ruling on the question of injunction and, therefore, the court's ruling that an injunction restraining the police from interfering with a bar that had no license could not be granted was not effective in the Alaska Bar.

A similar situation involves the Seward Hotel bar. Zbinden brothers have commenced injunction and writ of mandate proceedings in behalf of the bar and the case will be tried before Judge Dykeman at any early date.

Mr. John G. Woolley, who was at one time a candidate for the Presidency on the Prohibition ticket, has made announcement of the severing of his connection with the prohibition movement. This took place at the Young Men's Christian Association of Spokane on the morning of April 22 in an address before the ministerial section. Mr. Woolley announced that in the future he will work in the interest of the Anti-Saloon League. Among other remarks made by him in his speech of renunciation the following may be quoted:

"I believe that the Prohibition party has outlived its usefulness and will grow weaker each year. Party organization is rapidly dying out.

"In North Carolina, where the Democrats are in power, the saloons were eliminated without any assistance whatever from the prohibitionists.

"I believe that the two big parties will take up the question of the elimination of saloons and will do better than the Prohibition party."

Mr. Woolley did not mention that the Anti-Saloon League offers better pickings than the Prohibition party, but his speedy arrangement for a trip to Montana for a campaign against saloons there would indicate that the league has offered better inducements for his services than the Prohibition party.

The City Commissioners of Walla Walla, Wash., after having deliberated for months and held numerous consultations with the reputable saloon men of the city, have passed an ordinance by which the saloons will be closed from midnight to 6 o'clock in the morning, the serving of meals in saloons will be stopped and the fronts of saloons will be kept open to facilitate police inspection.

At Garfield, Wash., a perfectly "dry" town, several of the best known citizens have been arrested in connection with the

carrying of too much liquor. One case was that of a man who is profiting by the present conditions by distributing alcoholic refreshments in the "dry" territory and another is that of a doctor who indulged in the contraband article and found that it had a quicker effect than the licensed article usually has.

North Yakima, Wash., shows the example of prohibition by having a committee of three members of the Prohibition party name the five delegates from the place to the State convention at Everett, May 14. There is no doubt that the bigger parties could improve their machine politics greatly by following this example.

On the 13th of May the City Commissioners of Chehalis, Wash., passed a resolution raising the price of liquor licenses from \$800 to \$1000 per year, prohibiting the granting of more than eleven licenses at one time and limiting the number of licenses to one per 1000 population.

Proprietors of saloons, grills and restaurants in Portland, Ore., will be held strictly to account for all acts of an unlawful nature taking place in their establishments, in accordance with an amendment to the liquor ordinances which was passed by the City Council May 8. Owing to the inability to secure proper action in the case of liquor sold to minors in a Chinese establishment through the proprietor throwing the blame on one of his employees, it was decided to hold only the proprietors responsible.

The Railroad Commission of the State of Oregon has become very insistent on the enforcement of the law prohibiting the sale of intoxicants on trains outside of buffet, dining and private cars. This is in consequence of a letter from Governor West stating that the railroad companies are violating the law by selling liquor in the chair cars. The Commission announces that the companies will be prosecuted to the full extent of the law if specific instances can be cited and it solicits information from any person who may possess it. It has been learned that the companies are serving liquors in Pullman and observation cars. To eradicate the evil the Commission will interpret the law in its strictest sense and to the effect that liquor can be sold only on dining, buffet and private cars.

We are suffering from a plethora of laws and regulations aimed at the conduct of business. What with the new interpretations of existing laws, additions without number to the statute books and attempts to regulate and supervise every effort of human endeavor, business enterprise is discouraged and checked, the field of employment diminished, the rewards of labor decreased, and the financial and industrial future rendered unstable and insecure. Is it not time to stop and consider?—*Governor Dir.*

**LASH'S BITTERS**  
TONIC LAXATIVE

## Business Men Oppose Prohibition

SOME CITIES THAT PREFER STRICT REGULATION.

THAT the substantial business men of California are for the most part opposed to prohibition and local option is evident from the prominent part they are playing in the "wet" and "dry" fights throughout the state. The Taxpayers' League of Los Angeles and the Bakersfield Business Men's Association helped materially to win the handsome victories achieved last fall in those cities, and proved conclusively that there are other people in California besides the saloon men and liquor interests who do not approve of the aims and work of the Anti-Saloon League.

In San Jose, which voted Monday in favor of regulation in preference to prohibition (what the Wyllie local option bill really amounts to) the campaign in favor of license was conducted entirely by the San Jose Taxpayers' League, consisting of more than a thousand well-known men and women—not by any means a "liquor men's" organization; in fact, no one engaged in the liquor business was eligible.

In its declaration of principles it went on record as being in favor of strict regulation, as the following statement will show:

"We believe the number of licenses should be definitely fixed by law.

"That character should be the first consideration in issuing licenses.

"That no person not a citizen of the United States should receive a license, and that after January 1 next no renewal or reissue of a license should be granted any one who has not legally declared his intention to become a citizen.

"That punishment for violation of the law should be certain and severe.

"That for a first offense a fine of not less than \$250 should be imposed, and for a second offense the license should be cancelled outright.

"That these penalties should be made *mandatory* to insure no undue lenience.

"That proper remonstrance laws should be passed, and that the *bona fide* relative of any habitual drunkard should have the right to protest against the sale of liquor to such drunkard, and upon the conviction of any license-holder disregarding such protest, said license to be absolutely revoked.

"We believe the conduct of the liquor business in San Jose can be improved, and we endorse the foregoing measure, and pledge ourselves to aid the municipal authorities in putting them into prompt force and effect."

Every possible effort was made to intimidate the business men of San Jose from taking a stand against local option, but they proved themselves practical men, and when the list of members was published in the *San Jose Mercury* of May 17 it was found that the organization contained practically all the representative taxpayers, business and professional men and women residing there. It had no political obligations, affiliations or purposes beyond the defeat of prohibition and the better regulation of the liquor business in San Jose. It opposed prohibition in the belief that prohibition is a moral mistake and a financial error. It bases this belief on investigation and conviction.

The Oxnard Municipal League was one of the best organized bodies that figured in the spring campaigns. It promptly enrolled the very best citizens and taxpayers and conducted an educational campaign that was clean cut and convincing.

The gratifying result achieved on April 10—761 for, 209

against—shows how effectively they crystallized public opinion in favor of decent regulation. There can be no question as to the sentiment of the people, with a 3-to-1 vote against experimenting with local option.

The business men, who have the welfare of the town at heart, because they have their all invested there, and an earnest desire to see the town grow to limits the narrow-minded ones have never dreamed of, voted "wet" to insure prosperity and good times.

The women proved themselves as full of understanding of civic needs, municipal welfare and all that sort of thing as the men. That many voted wet is evident, for there were not so very many voters, men and women together, who voted to dry up the town. Two hundred and nine dry votes are not many when placed alongside 751 wet. There must have been a large number of women in the 751 crowd, for we know that a great many more than 209 women voted.

In Redding, a similar organization, known as the "Citizens' League," came into existence, and over 700 members enrolled. People were anxious to join this organization, for the reason that Redding, situated differently to almost any city in the northern part of the state, would have lost at least 500 of her population had prohibition carried. The members of the Citizens' League, without bitterness against the "drys," waged their fight, making it a campaign of principle with the general welfare at heart. Closely allied with them was the Woman's Club, one of the most active non-sectarian bodies in Northern California, which came out openly against local option.

The result was not for a moment in doubt, and when the ballots were counted on April 8 it was found that 998 citizens wanted license and only 335 were in favor of a dry town.

In Eureka, which went wet on April 15 by a majority of 281 votes, the most representative citizens formed a Taxpayers' League, to which practically all of the leading merchants, property owners and professional men of the city signed the charter list.

Dunsmuir and Cloverdale are other northern cities in which the business men refused to sit idly by and allow their town to be voted dry without warning the public of the financial burdens that would be imposed by prohibition. As a result Dunsmuir decided to retain license by a majority of 286 votes, while Cloverdale settled the matter even more emphatically by voting wet two to one, or 226 for and 121 against license.

Sacramento has a very effective business men's organization working along the same lines, and in other cities, such as Pasadena, Santa Rosa, Marysville and Healdsburg, the most important merchants, professional men and property owners have held meetings and drafted new ordinances which they feel will wipe out the undesirable element in the liquor and hotel business and protect those who are conducting orderly places in an inoffensive manner.

In short, the business men of the state are beginning to realize that they are better able to provide for their own needs than the emotional evangelists and hired traveling agents of the Anti-Saloon League, who agitate whether the local conditions are good or bad.

When you get into a tight place and everything goes against you, till it seems as though you could not hold on a minute longer, never give up then, for that is just the place and time that the tide will turn.—*Harriet Beecher Stowe.*

**LASH'S BITTERS**  
TONIC LAXATIVE



## Voice of a Safe and Sane Press

THE prohibitionists are carrying their crusade to the limit when urging Congress to pass a bill forbidding the importation of wine and malt and spirituous liquors in bulk into "dry" states under interstate commerce regulations. Even non-abstainers who voted in the "dry" states for the suppression of the saloons and the retailing of intoxicants at public bars unquestionably disfavor any such drastic sumptuary law as will make it impossible to obtain supplies of "wet" goods for private domestic use. The measure aims a blow at one of California's most attractive and productive industries associated with the cultivation of the soil—an industry which has been carefully fostered in the state for approximately fifty years, in whose development \$100,000,000 or more capital has been permanently invested and the exceptional success of which has made California even more famous abroad than its earlier auriferous wealth made it. California wine-growers naturally revolt against their exclusion from states where they have at great pains and expense established a market for the healthful and unobjectionable products of their vineyards, and on Monday they will be given a public hearing before the Congressional committee to protest against the passage of the prohibitory interstate commerce bill.—*Oakland Tribune*.

*Country Saloons Unpopular.*—The people of the country districts of Stanislaus County have voted out saloons by a vote of 4,987 to 1,990, and the country residents of Fresno voted against the saloons by nearly two to one. The issue was fairly drawn. There were no catch amendments, fixing of hours or other side issues about which differences might arise, but the voters were called upon to vote yes or no on the question of retaining the saloons or abolishing them. That they were abolished by the big vote recorded proves the unpopularity of bars in the country districts. The sentiment is so marked in Fresno and Stanislaus Counties that there is talk of waging a campaign against the saloons in the incorporated cities and in Stanislaus County particularly such a campaign is being heralded as one very likely to end successfully for the anti-saloon workers.

One saloon of the roadside character can do more in the way of turning people against the liquor traffic than a score of temperance people can do with the usual tactics employed by them, and unless owners of the wayside inns purify their atmosphere greatly before long the men and women of San Joaquin County may take it upon themselves to discipline or wholly abolish the traffic.—*Stockton Independent*, May 16, 1912.

*Lessons From the Election.*—Well, the jig is up. The result was as much a surprise to the "wets" as to the "drys." The "wets" never expected the majority they got, and that so few precincts, by such a small majority, went "dry." There is a reason for everything, so there must be a reason for the result of this extra election. Let us look how the campaign was conducted. On one side abuse, fabrications of every kind. The other side, cool, collected, giving facts, reasoning logically, avoiding as much as possible personalities. Good, sober writers, not the hysterical appears, as on the other side. Then the "drys" forced the extra election—an extra expense to the taxpayers of about \$1500. I would not dwell on other reasons, which are plentiful, to see why the temperate element joined hands with the liquor and wine interests, worked side by side with them, and helped them to win the hard-fought battle. The women of Glen Ellen performed their civic duty and showed the men that they are not blind or narrow. The election was the

quietest and best conducted, and many men admit that it was due to the presence of the ladies. The women surprised everybody. They were just like veteran voters—knew exactly how and what to do. The election should be a lesson for both sides. The "drys" will know next time how to handle a good cause with "clean hands," and the liquor element had its warning, and if they are wise they will profit by it.—*Santa Rosa Republican*, May 9, 1912.

## Sonoma's Great Wine Interests

EVERY few months some section or other in Sonoma County becomes upset by certain interests who are working for the dry-town idea. It has been voted down in Healdsburg a couple of times, and now the district about Boyes Springs is being urged to close up the liquor industry. It is said that large capital is trying to intimidate business men and forcing support of the movement. It is also said that threats of driving men out of business unless they fall into line with the dry-town idea, have been made, and that foreclosure suits have been instituted against certain concerns who are against the dry-town movement. Citizens of Sonoma County should look well into these statements if they wish to preserve their grape and wine industry from private persecutors and prosecutors, whose only aim is for selfish greed. The wine industry of the state is too important and too great to be injured in the interests of any one man or of certain individuals.—*S. F. News Letter*.

**LASH'S BITTERS**  
TONIC LAXATIVE

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# PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VINICULTURE

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## Everybody Take Notice

AFTER procrastinating for more than a year, the publisher of the REVIEW finds it necessary to announce an increase in the subscription price of this publication. Since the earthquake the cost of producing a journal of this kind has steadily increased, not only in the cost of material, but of labor. In the case of the latter the additional expense is one-third, and the increased price of the paper is also great. So that we find that the cost of publication is fully one-third greater than in 1906. The publisher has borne this burden during the past six years, but does not feel that he is justified in doing so any longer. Therefore, our subscribers are notified that beginning with July 1, 1912, the subscription price of the PACIFIC WINE AND SPIRIT REVIEW will be \$3.00 per year. Terms payable in advance and money well invested.

### Warning to the Public

THE public is hereby notified that one C. F. Harrington is no longer connected with the Pacific Wine and Spirit Review. He has no authority to transact business for or represent this publication in any manner. R. M. WOOD, Publisher.  
San Francisco, Cal., April 24, 1912.

### Georgia Prohibition Paper Now For License and Strict Regulation

THE Macon (Ga.) News, in its issue of February 26th, comes out with a strong editorial on the alarming evils that have followed prohibition, and although it states that "The News has been as consistent a friend of prohibition law as there is in Georgia," it closes its editorial as follows:

"Would it not be better to check these evils before they become too firmly fixed and rooted in our social soil? Would it not be better to resort to some system that would limit the traffic and hedge it about with stringent regulations, restrictions and forfeitures conditioned on curtailing the hours of sale, of forfeitures for selling to minors, drunkards and the like, and make it to the interest of those engaged to conduct their business decently and see that the law is enforced against the worse elements engaged in the traffic?

"We raise this question because, rightly and sanely considered, we believe that present conditions are intolerable and are fast becoming more so. We do not pretend to prescribe the remedy for it, but we feel that the welfare of Georgia demands that it be remedied—and remedied without unnecessary delay."

### Profit In Wine Vinegar

HIGH-CLASS vinegar is proposed in a Government report as an important outlet for the grape-growing industry of California. It is explained that the grape crop is but incompletely utilized, and that the making of vinegar from grapes would consume a large part of the annual crop which is not available for drying, shipping or wine making. Vinegar of a high quality is so rare and so difficult to procure that this may be the most profitable use to which even the best grapes can be put. But it must not be assumed that it could be made from grapes and sold in competition with cheap vinegar made from distilled alcohol or the numerous waste products which at present are the source of the main bulk of the vinegar found in commerce. Good wine vinegar is as costly to make as good wine and more costly than poor wine. It can be sold at a profit, therefore, only at a price comparable with good wine, which is considerably higher than that of ordinary vinegar.

### A New Mexican Anti-Prohibition Organ

ON the 24th of April the *Southwestern*, a weekly newspaper, saw the light for the first time at Albuquerque, New Mexico. The *Southwestern* will have a special purpose in view, namely, opposition to prohibition. It expects to become a permanent fixture in the field of journalism in New Mexico, and, judging from its neat typography and clever editorials, there is every reason to believe that it will realize its expectations.

### Rigidity of Federal Laws in Old Indian Territory

AS evidence of the drastic penalties under federal laws in the old Indian Territory, now the eastern part of the State of Oklahoma, we quote the words of U. S. Commissioner Hyams:

"If a man is found with even a half pint of whisky on his person, he is guilty under the federal law, of introducing liquor. The mere finding of whisky on his person is prima facie evidence of his guilt. The maximum penalty for his offense is a fine of \$3000 and two years in jail."

### New Mexico Recommits Llewellyn Act

THE Llewellyn local option and high license measure was recommitted with all kindred resolutions and bills to the Committee on Finance by the Committee on Temperance of the House. This was done after the Chairman of the Ways and Means Committee had made a canvass of the House and found that the sentiments were against so drastic an act.

The "dry" element in Visalia is resorting to the fake intimidation of the merchants in order to win in the present campaign. This element is attempting to make the merchants believe that the farmer will trade with merchants elsewhere if those of Visalia vote in favor of having saloons. But the fake will not work for the reason that the merchants are seeking to change conditions for the very reason that the people are trading elsewhere because the town is dry. Inasmuch as the "drys" have already driven out the trade that comes through being "wet" it is but natural that they should threaten to drive away the trade that remains. What is trade to them?

**LASH'S BITTERS**  
TONIC LAXATIVE

## The Superiority of California Wines

THE hotel men of France will not serve a California wine. Neither will the leading hotels of Germany or Italy. It is with a patriotic as well as an economic purpose that they do this. It is their contention that in fostering their home industries they help to bring prosperity to their neighbors, from which condition they profit. It is doubtful if their native countrymen would submit to different action by the hotel men without raising a hue and cry over it, if, to illustrate, they made a leader of American wines, no matter how good the product. How different in California, here in a State where the wine industry is so prominent, where about \$100,000,000 is invested, yielding an annual output of about \$20,000,000, an industry giving employment to 60,000 people, the hotel men, because of lack of appreciation, seem to favor the foreign product. Many of our wealthy men do the same thing, much to the detriment of themselves, as well as the State at large. It is said that M. F. Tarpey stated at a recent meeting of the Home Industry League that he and other vineyardists refused to be present at an important function at one of the leading hotels because California wines were excluded. Not only is this true, but at the recent local hotel men's banquet not a California wine or mineral water was served. The very men whose business success would seem to demand that they foster the interests which support them not only give them a kick, but by omission advertise our products falsely to the world. Even the Danish Court, when it learned that ex-President Roosevelt was about to pay a visit there, sent a hurried order to California for wines in order that it might compliment Roosevelt by serving the American product. It seems that the hotel men need educating and it's up to the winemakers to educate them on this subject.

### RECOGNITION ABROAD.

If the California wines, particularly the dry wines, were of an inferior quality, there might be a reasonable excuse for not serving them, but the reverse is the case. Our wines are not only the equal of the foreign vintages, but are as a rule superior and purer. For this reason our wines are finding ready markets in England, Scotland, Germany, Denmark, China, Japan, Switzerland, Mexico, South and Central America, the British possessions in all parts of the world and even the markets of France and Italy have been invaded. In some of the British colonies, notably British Columbia, the advalorem duty makes the California wines more costly than the foreign; nevertheless our California wines are given preference there. Perhaps it is because these people have watched the trend of events more closely than we have that they favor our product. No better evidence is needed that our wines are at least the equal if not the superior of the foreign product than the results of our wines at foreign expositions, where they were obliged to undergo the severest possible tests. Here the judges with their predilections in favor of their home vintages scored the wines seventeen points out of a possible twenty, equaling the highest scores of any of the foreign wines.

Under such conditions the California Wine Association, the Wetmore-Bowen Company, the Italian-Swiss Colony and several other California winemakers received the highest awards.

When our vintages were in their infancy at the Paris exposition in 1889, the California wines made the high score noted above. Again it was repeated at Lyons, France, in 1894. In 1900 at the Paris exposition it is believed by many that our wines made a higher score than the European. They were thrown out of competition on the flimsy excuse that they were called Bur-

gundies, Sauternes, etc. Their market names are known the world over. There could be no possible false pretense, inasmuch as every bottle carried the California label.

Highest honors were also awarded our wines at the exposition at Turin in 1898, Genoa in 1892 and Milan in 1906. At the St. Louis Exposition in 1893 California received four premier and nineteen gold medals out of thirty-five competitors.

### AMERICAN WINES THE BEST.

When the time comes that the American people are ready to pay a price for the highest class of American wines, such as will enable the local winemaker to age his product for six to ten years in glass, the same as is demanded by the European, connoisseur, he will find a more mellow wine, with a more delightful bouquet in the California product than will be found in the foreign product. One of the reasons for this being that the grapes here average sufficient sugar for a natural alcoholic fermentation, whereas many of the foreign wines are of necessity preserved by the addition of sugar to the must before fermentation. The purity of the California product is undoubted, as the natural product can be purchased cheaper than the cost of adulterants. These are undeniable facts which prove conclusively that there is no justification for favoring the foreign to the home products.

The large shippers in bulk, such as the California Wine Association, the Italian-Swiss Colony, C. Schilling & Co., Lachman & Jacobi, Schlessinger & Bender and others, have established a market in the Middle West and Southern States where the California wines meet with the favor that they deserve, and in the Eastern States the California wines are supplanting the foreign purely on their merits. There need be no fear of overproduction in California after the American people have been convinced of the quality and purity of its wines and the industry is properly fostered. The California output after all is small, amounting to only a very small percentage of the world's output. The entire American product being but about 60,000,000 gallons annually as compared with about 3,600,000,000 in Europe. As the quality of our wines becomes known to wine drinkers the demand will be greater. In the meantime we owe a duty to ourselves to foster this great and growing industry. To give them preference, not only in our hotels but in our clubs and homes as well. The average American consumption per year is but three bottles per capita, while in France it is about 160.

Non-fermented grape juice is another feature of the industry that is attracting world-wide attention. The California product is meeting with demand from all parts of the world, physicians claiming it to be one of the best of health-giving beverages.

The wine industry causes the employment of an army of men in the cooperage industry and the manufacture of various by-products, all of which are conducive to the prosperity of the State.

### WINE A TEMPERANCE BEVERAGE.

Many of the leading thinkers of the world favor the drinking of wine as a temperance beverage. Experience, they claim, shows less intoxication amongst wine drinkers who use it with their meals than with any other class of people. Amongst these are Rev. Dr. Lyman Abbott, Bishop Moreland, Henry Ward Beecher (deceased), Cardinal Gibbons, Rev. Cyrus Townsend Brady, Professor Hugo Munsterberg, Professors G. Grazi-Soncini, Arthur Brisbane, Rev. Dr. C. H. Parkhurst, Admiral Robley W. Evans, Judge W. W. Morrow, the American consuls in the European wine-growing countries and hundreds of others who might be quoted. Their arguments tend to prove that wine properly used is a health-giving tonic.

The United States government contended that the word "type" must appear on the labels of American wines bearing the European geographical name, notwithstanding the locality

of their vintage was on the label. Recently the makers of port and sherry obtained a decision that it was not necessary to use the word "type." This decision enables the local dry wine and champagne makers to eliminate the obnoxious word from their labels, and to carry the word "California" in order that they might be sure of their position in the champagne industry. A. Finke's widow caused a test case.

Judge Diterich in this case rendered a decision to the effect that wines charged with carbonic acid gas, to be labeled champagne must have the carbonic acid gas form naturally in the bottles. And where the carbonification was an artificial process they could be properly termed sparkling wines of the varieties carbonated. There are three firms making the natural champagnes in this State and these wines are beginning to attract attention in different parts of the world, because of their known purity, and so, too, are the sparkling wines of artificial carbonizing, which are made by several of these dry wine companies. There will be ample demand for both kinds if the standard of purity is maintained in the future as it has been in the past. We are gaining by experience and each year sees improvement in our wines.

#### LOYALTY TO HOME INDUSTRY.

Recently the King of Italy issued an edict that only Italian wines should be used at court functions. The Emperor of Germany did the same regarding German wines. Surely Americans have a precedent established for them to be equally as patriotic.

Baedecker's United Kingdom Guide Book calls attention to the excellence of the American wines and expresses surprise that the American travelers in foreign countries do not insist upon having the American wines when visiting foreign countries.

A local wine maker aptly and truthfully says:

"The selection of wine is a very important matter, and yet a very simple one; if you are honest with yourself, put your prejudice aside, refuse to make yourself the slave of fashion, come out with manly independence and, irrespective of name, cork, brand or price, select what is pure and what pleases your palate."

Fifty years ago Europe enjoyed a monopoly, not only in the production of the finest wines, but of oranges, lemons, limes, citron, prunes, figs, olives, dates and many other fruits. Today conditions are changed. California has surpassed Europe. Hundreds of thousands of acres have been laid out in orchards and vineyards in California, and every American knows that our fruits served on the table of every city in the United States and in Europe are unsurpassed. Therefore, if we can produce the very best quality of fruit there is no reason why our grapes should not produce the best wine and be on a par with our citrus fruits or our peaches, apricots, cherries, apples, pears, melons and berries.

Why, therefore, should not we use the American wines in our homes on festive occasions, in our hotels and clubs, and particularly as they do in Europe, at public functions?—*S. F. Evening Post*, April 29, 1911.

A "dry" petition has come to a head in Modesto, having been signed by the necessary number of citizens and been presented to the City Clerk for filing. The election is to be set for the end of July. As the fight will be a warm one the season is well chosen for it.

Returns from Stanislaus county precincts indicate that most of the county outside Modesto, Newman and Oakdale have gone "dry."

The City Council of Richmond has decided that no more liquor licenses shall be granted in the city and in case of revocation of licenses to decrease the number of saloons to twenty-five.

## Result of May Elections in California

May 6.					
	Wet	Dry	Total	Vote	Majority
Gilroy .....	394	326	720	68	WET
1st Sonoma District.....	1014	732	1746	282	"
May 14.					
5th District, Santa Cruz Co....	267	173	440	94	"
4th District, San Benito Co....	230	77	307	163	"
4th District, Contra Costa Co...	212	82	292	130	"
1st District, Fresno County....	415	781	1196	366	DRY
2nd " " " ....	252	538	790	286	"
3rd " " " ....	210	258	468	48	"
4th " " " ....	334	1371	1705	1037	"
5th " " " ....	431	919	1350	588	"
5 Districts, Stanislaus County.	2076	5353	7429	3277	"
5th District, San Benito County	50	76	126	26	"
5th District, Solano County....	236	274	510	38	"
1st District, Tehama.....	11	101	112	90	"
2nd " " " ....	19	119	138	100	"
3rd " " " ....	75	199	174	124	"
4th " " " ....	60	206	266	146	"
5th " " " ....	233	384	617	151	"
5th District, Riverside.....	217	837	1054	620	"
May 17.					
5th District, Amador.....				49	WET
May 20.					
San Jose .....	6651	4758	11409	1893	"
May 21.					
1st District, Alameda.....	1552	876	2428	676	"

### California Local Option Law Declared Valid

IN the latter part of the month the State's Supreme Court handed down a decision in which it held that the local option law passed by the State Legislature of 1911 was constitutional. Summing up, the decision says: "We are satisfied that the act here involved cannot properly be held violative of any provisions of our constitution that have been called to our attention and we see no reason to doubt its validity. That being so, we are bound to uphold it as a valid enactment of the State Legislature. The writ is discharged and the petitioner remanded to the custody of the sheriff."

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## California Wine Was Not Slop

**A**L. DIXON, editor of *Orchard and Farm*, San Francisco, tells an interesting story of how California wine, when it is the real thing, makes good, if it is given a chance. Some time ago Mr. Dixon was visiting in Buffalo, New York, and was invited to dine at a prominent club with a friend who was a member thereof. The San Franciscan, who is an admirer of California wines, began searching the wine list for something from this State. Finally, at the bottom of the last page, he found a line listing Mont Rouge. The Buffalo man asked Mr. Dixon what he wanted to drink with his dinner, and he promptly said "California wine." "Nothing doing" said the easterner, "California wine is slop." "Not if it's real California wine," replied Dixon.

After further conflagration Dixon triumphed and the Mont Rouge came on the table. Furthermore it was good, well matured California red wine, and it won out. The Buffalo man did not care to try it, but Dixon insisted and said that he had been at the winery and knew what the wine was. Finally the other tried the wine and at once declared it was certainly not a California product, because it was too excellent. The Steward was called and he said it was sure enough from California, and before the meal was over the Buffalo man who believed California wine was "slop," learned from the steward that there were five cases less five bottles, of the wine left, and he ordered it to be "all reserved for his personal use." The moral of this is obvious.

At Redding the Citizens' League has made known that its object is to reduce the number of saloons to 29 and to raise the cost of license from \$200 to \$300 per year. This will mean the elimination of eight saloons. It is expected that California street will be the most affected.

## OBITUARY

## Hugo A. Taussig

**T**HE death of Hugo A. Taussig, member of the well-known firm of Louis Taussig & Company, wholesale liquor dealers, was announced from his home in Fair Oaks, San Mateo county. Mr. Taussig had been ill for over a year. He had been a resident of San Francisco for over twenty years during which time he was associated with Rudolph Taussig in the firm of Louis Taussig & Company.

## Amandus Repsold

**A**MANDUS REPSOLD, prominent wine merchant of San Francisco, died of heart failure in the early part of May. Mr. Repsold was alone when stricken by death. He was waiting in the Southern Pacific ferry section to board the 6:45 boat, up to the last moment. It was when he entered the boat that the attack on his heart took place. He fell on the apron of the slip and died before he could be taken to the emergency hospital. Members of the State harbor police helped him into the ambulance, where he expired.

Mr. Repsold was the senior partner of the firm of A. Repsold & Company, of 104 Pine street. He was born at Itzehoe, Holstein, Germany, fifty years ago and came to California in 1884. Besides having extensive interests in Napa county he had business holdings in San Francisco.

## BRANDY PRODUCED

## OFFICIAL REPORT

## FIRST DISTRICT—Month of Apr. 1912.

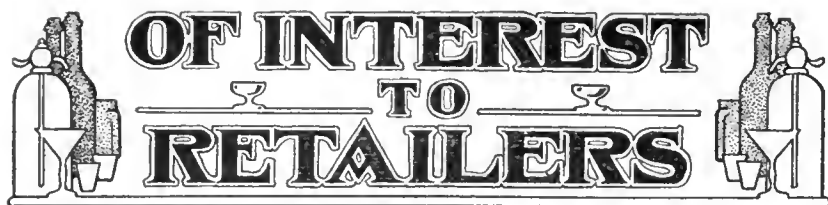
	Tax. Gals.
Produced and bonded in this district.....	7,852.8
Received from other Districts, California.....	5,689.8
Received from special bonded warehouse, other District, California.....	3,937.1
Transferred from distillery to special bonded warehouse, Eastern District.....	5,250.6
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....	42,203.7
Exported.....	
Tax Paid.....	57,222.8
Withdrawn from warehouse for Fortification of Wines.....	2,580.4
Remaining in bond, Apr. 30, 1912.....	2,045,253.1

## FOURTH DISTRICT—Month of Apr. 1912.

	Tax Gals.
Produced and bonded in this district.....	547.9
Transferred from distillery to special bonded warehouse, First District, California.....	5,689.8
Transferred from distillery to special bonded warehouse, Eastern District.....	
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....	
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....	12,830.2
Exported.....	
Tax paid.....	4,640.1
Used in Fortification of Wines.....	
Remaining in bond, Apr. 30, 1912.....	554,871.8

## SIXTH DISTRICT—Month of Apr. 1912.

	Tax Gals.
Produced and bonded in this district.....	1,506.2
Transferred from distillery to special bonded warehouse, First District.....	
Transferred from special bonded warehouse to special bonded warehouse, Fourth District.....	
Transferred from distillery to special bonded warehouse, Eastern District.....	
Transferred from special bonded warehouse to special bonded warehouse, Eastern District.....	4,274.6
Tax paid.....	4,602.3
Used in Fortification of Wines.....	
Remaining in bond, Apr. 30, 1912.....	254,970.2



### The Royal Arch Session in Bakersfield

THE session of the grand lodge of the Royal Arch for the Pacific Coast Jurisdiction at Bakersfield has been one of considerable achievement. The grand lodge discussed subjects of vital concern and arrived at decisions which should result in much good.

It is the determination of the grand lodge to "resort to publicity" more extensively than ever before and through the press to cultivate closer relations with the public to the end of showing the importance of the liquor industries. An address has been issued to the public to indicate clearly the stand that has been taken. One of the important paragraphs of this address is as follows:

"The various commercial bodies of the State and those individuals favoring the unfettered development of our great and growing State, are appealed to to prevent, or at least to minimize, the effects of the Anti-Saloon League and its agitators. We are all alike interested in the growth of our State and in the unrestricted development of its resources and the extension of its trade and exports; hence, it behooves all so interested to join hands in common effort against the misguided fanatics whose agitation has already resulted in harm to our best interests."

In this address attention is called to the products of the farm, orchard and vineyard that are consumed by the liquor industries as well as to the amount of labor employed in the same.

"If the Anti-Saloon League is permitted to go on unchecked," says the address, "in its dry campaign the efforts made by it will eventually result in the destruction of some of the greatest, if not the greatest, industries of the State, to-wit, the raising of hops, the growing of barley and the culture of grapes."

"Hundreds of millions of dollars are invested in the State of California in these industries."

"If the development of the industries herein referred to is to continue, together with those industries allied to them, then it will become immediately necessary to put forth efforts to discountenance and counteract the campaign and agitation carried on by the so-called league for more dry territory and with the ultimate hope of the Anti-Saloon League that the State of California shall be a prohibition State."

Among the speeches made at the session those of Henry Campe and Ed Lind of San Francisco were notable. Both these gentlemen are members of the advisory board of associate membership.

Mr. Thomas W. Roulo of San Francisco was elected Past Grand Valiant Commander of the grand lodge at the close of the session, which occurred on the 16th of May. Other officers elected were:

Grand Valiant Commander—J. H. Harry Daly of San Francisco.

Grand Lieutenant Commander—Dick Knabbe of Oakland.

Grand Treasurer—Colonel Thomas Gier of Oakland.

Grand Orator—N. Reinecker Jr. of Alameda.

Grand Recorder—Frank C. Roney of San Francisco.

Grand Master of Ceremonies—J. C. Davis of Sonora.

Grand Captain of the Guard—James Lucke of Sacramento.

Grand Tyler—F. A. Nenssberger of Napa.

Grand Attorney—C. W. Pendleton of Los Angeles.

Stockton was selected as the next meeting place of the grand lodge.

During the session in Bakersfield the members individually and collectively were the recipients of many courtesies by the townspeople and most notably by the local order of Elks. From the standpoint of amusement and entertainment the session in Bakersfield was a great success as well as from the standpoint of business.

Becker Brothers, proprietors of the Waldorf Cafe in San Francisco, and also in Los Angeles, have purchased the celebrated Stag Saloon opposite the U. S. Grant Hotel in San Diego. Mr. Frank Becker will take over the management of the place and reside in San Diego. This gives the Becker boys three of the most celebrated establishments on the Coast.

"James the First" Raggi, the well known retailer and importer of No. 624 Montgomery street, is on his way to Europe for a three months' stay. Primarily he goes to visit his parents, who are very old, but he will take in many points of interest besides his home visit.

Mr. J. P. Rawling, who has for six years been chief mixologist at Collins & Weeland's this city, has resigned for the purpose of accepting a more important position. He has now taken charge of the Casino at Santa Cruz. With his experience and wide acquaintances he should most certainly be successful.

Messrs. Levy & Rowe, proprietors of the Cabin Bar at 105 Montgomery street, and at No. 1804 Geary street, have had a friendly dissolution of partnership, the result of which is that Mr. Levy takes over the Montgomery street place and Mr. Rowe the Geary street property. The new arrangements should be successful.

**E. H. Taylor Jr. & Sons**  
INCORPORATED

THERE IS NO SUCH CARE OBSERVED IN THE MANUFACTURE OF ANY OTHER WHISKEY, IN OR OUT OF AMERICA, AS IS OBSERVED IN THE MANUFACTURE OF

**Old Taylor**

IT IS MANUFACTURED AT GREATER COST THAN IS ANY OTHER WHISKEY.

IT IS THE LEADING BEVERAGE WHISKEY OF AMERICA.

IT IS IN A CLASS BY ITSELF.

TO NAME IT IS TO PRAISE.

FURTHER PRAISE WOULD BE

"TO PAINT THE LILY - TO GILD REFINED GOLD."

**Frankfort, Kentucky.**

Established 1860

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FINEST IN THE WORLD

**THE KIRBY DISTILLING CO., Inc.**

FOWLER, FRESNO CO., CAL.

Makes a Specialty of PURE GRAPE BRANDY, and Making NO WINE has NO WASH OR SOUR WINE TO PUT INTO BRANDY. Our Stills are Known as Numbers 263 or 357 First District, California. These Numbers ARE BURNED on the GOVERNMENT or STAMPED HEAD of EVERY PACKAGE, there being No Other Genuine "KIRBY BRANDY."

SOLD ONLY IN CARLOAD LOTS TO THE TRADE  
CORRESPONDENCE SOLICITED

**The Lake County House**

Middletown, Lake County, California

Under New Management

**MRS. E. W. HAYS, Manager**

Special attention given to auto parties and tourists.  
Low rates to winter and summer guests.

First-class rooms and board.

T. B. MCGIMSEY, Manager

GEO. MOENNING, Proprietor

**The  
Davis Buffet****Bonded Goods and Mixed Drinks**

OUR SPECIALTY

TELEPHONE:  
DOUGLAS 5351

272 MARKET STREET  
N. E. COR. DAVIS

**JAS. P. DUNNE****1 STOCKTON ST.****SAN FRANCISCO**

For explanation go to

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346 Pine St., at Leidesdorff St.  
Formerly 733 Market and 15 Powell St.

Bar Supplied with Standard Brands of  
**WINES AND LIQUORS**

PHONE DOUGLAS 925

HOME C 1366

**The Chronicle Bar****6 Kearny****San Francisco, Cal.**

P. W. WOBBER, Proprietor

# OF INTEREST TO RETAILERS

## Stanford University, the Liquor Business and Dr. Jordan

THE news from Redding tells us that David Starr Jordan, president of Stanford University, has consented to help the "drys" in their fight there, and will speak in their behalf during the campaign which is now on.

This is startling information and it might be in order to call Dr. Jordan's attention to the inconsistency of his action. If none of those interested in the movement against the saloons has any more right to protest or any more license to become active than has Jordan, there are assuredly a lot of hypocrites at large.

Nearly everybody in California knows of the Vina Vineyard, the great Stanford property at Vina, in Tehama County. The vineyard, which consists of 15,000 acres of vines of the wine-grape variety, has been for years and is today the source of a large part of the revenue of Stanford University. The money received from the sale of its wines, brandy and other products is used to carry on the work of education at Palo Alto.

Will Dr. Jordan continue to draw his salary from such a source? In view of his opposition to the liquor business, what can he say of his immediate connection with it on a scale that makes insignificant the interests of those whom he would help put out of business at Redding?

But the strangest part of this situation is in the proximity of Redding and Vina. We have the spectacle of Dr. Jordan bending his efforts towards crushing the liquor business in one town while he draws a large portion of his living and the revenue of Stanford University from it as established in another section.

Senator Stanford intended that his Vina Vineyard should be one of the greatest in the world, and so it is. Its brandy and cognac are standard and have been made so only after long effort. Consequently the sale of the vineyard's products gives each year a revenue sufficient to pay the bulk of the running expenses of Stanford University, among which is the very liberal salary paid Dr. Jordan as president.

Dr. Jordan's activity recalls the fiasco he made of closing the liquor houses within reach of the university. He managed to shut the saloons of Palo Alto, but in their stead sprang up a lot of "blind pigs," and only a comparatively few steps away are the saloons of Mayfield and Menlo Park.

An artist recently painted the portrait of this noted educator. Day after day the work went on and finally the picture was done. But Dr. Jordan refused to pay, asserting that the expression was not his. Then the artist retorted that the university president had no "expression" in his features—no more, he said, than one of the fish the doctor has made a specialty of studying.

That just about sizes up the typical anti-saloon hypocrite. He is generally a bloodless fellow who takes with his greedy left hand money from the interests which he strikes with his right hand. Dr. Jordan has given the public a true picture of the genus homo.—*Current Thought*, March 16, 1912.

Insist upon Lyons' Perfection Blackberry Cordial. The best on the market. Used for medicinal purposes only.

THE E. G. LYONS & RAAS CO.

## "Wets" Save Busch Place

THE victory of the "wets" in the spirited election on May 24th saved Pasadena the palatial home and gardens of Adolphus Busch, the St. Louis multimillionaire brewer. Had the prohibitionists carried the election, the famed Busch home and gardens would have been closed and a new palace built at Santa Monica.

This was made known after the close of the polls by Otto Mathie, secretary to Busch.

An ordinance was put into effect May 1, in Maricopa, providing that no more licenses be granted to saloons until the number of saloons be reduced to less than six and that no more than six saloons shall be allowed at any time in Maricopa.

According to the new liquor ordinance which is proposed for Ferndale, the amount of license will be raised to \$600 from \$200, the present rate, and the amount is to be collected in advance by the Marshal. Every saloon will be required to close at midnight on weekdays and at 6 p. m. on Sundays. It is proposed also to enact a "dog act." Saloon keepers will be advised formally by the Marshal as to the persons who are so addicted to the use of liquors as to be deprived of the privilege of being served with intoxicants. It is expected that the ordinance will be passed and put into effect by the first of June.

Some person or persons representing themselves as officers of The Monticello Distilling Co. have been issuing bogus checks to liquor dealers and hotel keepers in the Northwest, mainly through the State of Montana. These are printed, "The Monticello Distilling Company, Special Reserve Whiskey, Pay to the order of A. R. Carter, \$100.00, signed The Monticello Distilling Company, Abe Weiner, Secretary and Treasurer, and in the left hand corner, To The First National Bank of Baltimore."



### Seven Brothers

## Pure Brandy

100 Proof  
Full Quarts  
\$12.00 Per Case

THE ROSENBLATT COMPANY  
300-332 Second Street  
SAN FRANCISCO, CAL.

TELEPHONE HOME C-4926

## Kentucky Bar

Straight Goods — Headquarters for Mining Engineers  
**SAM DARRAH**  
374 BUSH STREET SAN FRANCISCO



## THE WALDORF

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Opposite Mason Opera House  
LOS ANGELES, CAL.

## THE WALDORF

BECKER BROS. Proprietors

648 MARKET STREET

NEW  
SAN FRANCISCO'S  
FINEST BUFFET

OPPOSITE  
PALACE HOTEL  
SAN FRANCISCO

## THE WALDORF ANNEX

521 South Main St.  
Next door, Peoples Theatre  
LOS ANGELES, CAL.

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ELEVEN SUMMERS OLD

*"Jellison's"*

San Francisco's Most Magnificent Bar

CHOICEST IMPORTED GOODS AMERICA'S FINEST WHISKIES

10 THIRD STREET

SAN FRANCISCO, CAL.

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Bet. California and Sacramento Streets

Fine Imported and Domestic  
Wines and Liquors

San Francisco, Cal.

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For Everybody  
Who Likes

*Good Things*

JAMES TWOMEY

ED. BORREMANS

**THE Yellowstone**

22 MONTGOMERY ST.

San Francisco

HOT LUNCH FROM 11 TO 2

MADE IN TAMPA

**EL PALENCIA HAVANA SEGARS**

ACKNOWLEDGED BEST OF THE BEST

☞ Preferred by particular people who appreciate the comfort and satisfaction of a perfect Havana Segar.

**Boltz, Clymer & Co.**

SAN FRANCISCO, CAL.

TAMPA, FLORIDA

## OF INTEREST TO RETAILERS

### Treating Patrons Is Bad Practice; Hurts Business

ONE practice of greater or less prevalence which, while well intended, results in detriment to the reputation of the retail trade is the practice of treating the customers. Campaigners of the Anti-Saloon League, driven to their wits' ends to find arguments in favor of their campaign, have seized upon it and have exploited it as one of their best assets. Unfortunately, they have succeeded in convincing many people that they are right and that the saloon is an evil, by asserting that when the customer has spent all he intends to be is "jollied along" by the proprietor or the bartender into taking another drink, "on the house," and thus is induced to stay longer and spend and drink more than is good for him.

Some of the most successful retail establishments are those in which the bartender is neither allowed to give or accept a drink. In these places the customer pays for what he gets and is satisfied. If he is not satisfied after getting what he has paid for he is an undesirable customer, for he is unreasonable. Unreasonable people are nuisances, whether they are spending money or collecting it.

Another practice which, in keeping with the changes wrought by time, should go into the discard, is the handing to customers of holiday bottles of liquor as an evidence of good will. The man would be arbitrary who would deny a retail liquor dealer the privilege of expressing his esteem for his neighbor by a gift, but it were better that the gift be made in another form, outside the place of business. The holiday gift custom has been made an effective, though ill-founded, argument by the intolerant crusaders, and no chance of playing into their hands should be taken by any retailer.

The retail liquor dealer is obliged to observe strict business principles in his buying and selling, otherwise he cannot be a success as a business man. His customer, if he be reasonable, will accord to him the right of following business principles strictly. He will not regard him as a good business man if he finds him giving away something for nothing, or, at least, he may suspect the motives of his generosity, and that would be fatal.

Let the treating practice go with the kerosene light and the sawdust floor and the other features of the trade that have yielded to modern things.—Ex.

Because the taxpayers of the city of Imperial recently voted to sanction liquor licensing, the Trustees have prevailed on the original Imperial Land Company to modify its rules regarding saloons. The company had always stipulated in transfers of land and city lots that no liquors should ever be sold, either at wholesale or retail, on any of the land. But now the company has altered the rule, in consideration of certain business deals. One is that the new auditorium, which was started long ago, shall be finished; that saloons shall be located in brick buildings and that the Trustees shall establish a liquor zone before any licenses are issued. To all this the Board voted favorably.

The El Capitan Hotel, of Merced, has been leased to the El Capitan Hotel Company, a corporation, of which George A. Eastman is manager, for a period of ten years. The rental figures for the ten years are between \$75,000 and \$100,000.

The country districts of Tehama county have voted dry. This leaves the town of Tehama as the only wet spot in that county.

PROPOSED regulations for the saloons of Eureka have been drawn up and will go into effect about the first of July. These regulations will be the result of the recent elections in which the "wets" won the victory. It is expected that moderate license laws will be enacted. It is understood that the liquor license, which is now \$400 per year, will be raised to \$690, July 1, 1912, and \$800 July 1, 1913. The number of saloons will be limited to thirty, although bona fide hotels will be granted licenses regardless of the saloon limit. Restaurants will be required to pay regular saloon licenses in order to sell liquor at meals. Clear glass doors will be required in saloons and no partitions, obstructions or back rooms allowed. No nude pictures will be allowed in saloons. Severe penalties will be inflicted for the violation of the ordinance. These regulations are expected to be entirely satisfactory to all business people. It is not expected that the radical anti-saloonists will be satisfied with anything less than prohibition, which would very probably bankrupt the city.

The new saloon ordinance for the city of Marysville was presented to the common council May 6 by Mayor Hyde. The following are the principal features of the ordinance: Elimination of back and side entrances through which women and minors could be served with liquors; gambling in any house where liquor is sold; none but American citizens to operate saloons and none but American citizens to act as bartender; every person who owns a saloon to give a bond for \$2000, endorsed by two property owners in the same block, as surety for the maintenance of order, the endorsers not to be liquor dealers; the license for saloons to be \$50 per month, payable quarterly in advance. The ordinance has many other features of interest but these will be subject to re-wording. All classes of citizens including church and Royal Arch people, are in favor of the restrictions and it is thought that they will be endorsed in entirety.

### American Distillery Co.

SACRAMENTO, May 9.—Located at Hood, the new town site fifteen miles down the Sacramento river, will be the proposed plant of the American Distilling Company, which will manufacture industrial alcohol. The plant will occupy a site of approximately five acres, with a frontage on the river, and will represent an aggregate outlay of \$100,000. The distillery will have a capacity of 1000 gallons daily, and will operate twenty-four hours a day.



## Fernet-Branca

### BITTERS

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BEWARE OF SUBSTITUTES

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GENTLEMAN'S WHISKEY

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SAN FRANCISCO

"Coffee Royal"  
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Hot Luncheon  
At 11 A. M. Daily

Nothing But the Best at

## Friedrichs' Cafe

310 Montgomery Street

Whiskey at  
its Best

Not the "Iron  
Bound Bucket"  
but the "Wire  
Bound Bottle"



Good whiskey is  
every persons good  
friend. To prove it,  
say you try "A  
drop of old I. W.  
Harper! There!  
Opinionated? Well,  
well, how do you  
like the 'taste that  
tempts.'"

Consumers as a class are suspicious people—  
maybe they have a right to be—but suspicion  
gives way to the *Supremest Confidence* when the cus-  
tomer is offered this original bottling of *Peerless*

Old I. W.  
HARPER  
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Phones  
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LIQUORS.

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H. P. ANDERSEN, Proprietor

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709 Market St.  
Call Annex Bldg.

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SAN FRANCISCO



### European Cafe Life

THERE is something to be said for the European cafe life. If we could graft it successfully onto our American village life it would do us good.

At present we have it only in our large cities, and there is not a wholesome mixture, blended with our tendency to excess.

That taint persists. I have lived for months at a time in Italy, where everybody drank mild wine and sipped sugary cordials, where the day laborer's dinner was a loaf of dry bread and a flask of Frascati, and I never saw one intoxicated person. You can go to the Hofbrau house in Munich and see two thousand people, of all social grades, all consuming beer and listening to the band and not one becoming obnoxious, except, perhaps, a stray American.

The minute you cross the English Channel you notice a change. English bars and drinking places are dirty and sodden.

In Europe almost every family takes at least one meal a day in a public cafe. The men do not consort there among themselves, but they bring their women and children.

They dine usually in the open air in summer. There is music. Neighbors chat. Children play. Women laugh.

It is reaching out toward the larger family. It promotes social life in an innocent and cheerful way.

If we could ever adjust the tangled and dangerous matter of alcoholic drinks, either by eliminating them altogether, which is possibly the only solution for a people of our blood, or by going back to milder forms of stimulant, such as beer and light wines, as many advocate, and if we could, in every small town, have open-air restaurants and gardens where all the folk might gather and dine as cheaply as at home, and visit and hear good music, it seems to me it would do much toward softening the harsher traits of our character.

We should learn more suavity, more politeness, more gentleness; we should be less gruff and grouchy.—*Ex.*

We are often admonished to "take the bull by the horns," but the trouble is to find a bull that will stand for it.

### "Wets" Win in Alameda District

LIVERMORE, May 21.—The "wets" won by a 2 to 1 vote in the liquor election in the First Supervisorial District of Alameda County today. The total vote was: Wet, 1,552; dry, 876. The "wets" carried every precinct. Voting was done in the Washington, Murray and Pleasanton townships, outside of the incorporated towns of Livermore and Pleasanton. Voting was held in the following towns: Mission, San Jose, Decoto, Dublin, Amador, Niles, Altamont, Alvarado, Murray, Centerville, Sunol, Irvington, Mocho and Warm Springs.

SUPERVISORIAL District No. 5, Lake County, decided on the 30th of April to license saloons. As a result all the summer resorts of note of the county will be "wet."

The liquor dealers of the town of Pleasanton united in a petition to have the licenses of saloons raised from \$120 to \$200 per year. The Town Council promptly acted favorably on the petition. Not a single liquor dealer made objection.

In San Benito county the elections resulted in favor of the liquor dealers. Large majorities were given in all districts excepting one and in that there was but one saloon, which will be closed.

The Board of Town Trustees of Colusa showed a strong sentiment in favor of high licenses May 6 when it raised the saloon license for the year 1913 to \$900 which sum is to be paid in advance and in a lump sum. The same license applies to whole sale and retail dealers.

In the Fifth Supervisorial District of Santa Cruz county, which includes such resorts as Felton and Ben Lomond, the liquor men fought hard and won by a vote of nearly two to one against the "drys."

Judge Finch of Willows has granted a restraining order against the town trustees to prevent enforcement of a new liquor ordinance which is held to be illegal.

In the annexed districts of the city of Sacramento nineteen saloons have re-opened for business. All of them are more up-to-date than before and have plate glass fronts through which an unobstructed view can be had. The suburbs are ahead of the center in the saloon business.

The town council of Newman amended the ordinance requiring saloons to close at midnight on weekdays and all day Sunday so as to permit them to be open until 6 p. m. Sunday.

WE HAVE NOTHING TO OFFER THE TRADE, EXCEPT

**Fine Goods, Square Prices  
Honorable Dealing**

SOLE AGENTS AND DISTRIBUTORS  
OF THE CELEBRATED

**"Castlewood" Bourbon and Rye**

**CARTAN McCARTHY & Co.**

Established 1873

IMPORTERS AND WHOLESALE

Telephone Kearny 3688

**LIQUOR MERCHANTS**

S. E. CORNER BATTERY & COMMERCIAL STS.

**SAN FRANCISCO**



SAM T. BERNARD, Pres.  
JOE ZANETTA, Secy.



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LUNCH, GRILL & WINE ROOMS.  
SECOND BELOW MARKET  
San Francisco, Cal.

FINE GOODS A SPECIALTY  
MERCHANTS LUNCH 11 A.M. to 2.30 P.M.

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**ROEDER'S**  
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834 Market Street  
San Francisco

Opp. Emporium

# "The Cabin"


## PURE GOODS

BERT. LEVY, Proprietor

105 Montgomery St. : : : Near Sutter St.

"Only the Best the Market Affords"

Cuisine and Service Excellent



ORIGINAL  
**:: Coppa ::**  
Restaurant

J. COPPA, Proprietor  
Pine St. Bet. Montgomery  
and Kearny

Music Evenings  
SAN FRANCISCO

ALL ALE AND  
PORTER DRINKERS

Should call for the celebrated

# Burnell's Ale and Stout

Brewed from the Best Malt Hops  
on the Market and used by all the  
Leading Clubs, Hotels and Bars

Order through any Grocer or  
Liquor Dealer, or direct from

## Albion Ale and Porter Brewery

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494 O'Farrell St.  
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HOUSE FOUNDED 1853.

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Back at the same old  
stand; same old goods;  
same excellent service.  
The fire did not get me.

I import  
Famous Old Campbeltown  
SCOTCH WHISKY  
Pisco de Italia, Madeira  
Wine  
Sazerac de Forge & Sons'  
Brandy  
DUNCAN NICOL

S. E. CORNER MONTGOMERY AND WASHINGTON STS.  
SAN FRANCISCO

THE OLD RELIABLE

1871 GATO 1871

# CLEAR HAVANA CIGAR

S. BACHMAN & CO. (Inc.)  
DISTRIBUTERS

## A Warning to California Against Local Option and Prohibition

WE quote herewith the convincing speech against prohibition by the Hon. David S. Rose, five times Mayor of Milwaukee. It has so riled the Anti-Saloon League agitators of California that they have made it the text of countless sermons and have written columns of articles of abuse against Rose in their attempt to discredit his telling facts and figures which they are unable to answer.

The question at issue in this election is one of more than local significance. While it appeals to the welfare of this city, it must be remembered that the election here is only an incident in the general scheme of which it is a part. The plan of the anti-saloon league is to make the State of California dry, and anything and everything short of that ultimate result is only a stepping stone directed toward the accomplishment of the ultimate object. Upon the same day of your election, a number of other cities in this State will vote upon the question of local prohibition. Should all of these cities vote dry, a very considerable percentage of the voting strength of the entire State would thereby have given expression upon this very important question and if the anti-saloonists might have their way not only those cities but every section of the State would be subjected to the blight.

Were this a purely local question I beg to give you the assurance that I would not be here to spend my time or to take your time in discussing it, for you, in the exercise of the democratic right of home rule, should be left to work out your own municipal problems, but it is because there are principles involved, not only of state but of national interest and of potential importance, that I come to my countrymen with the message of warning.

### CALIFORNIA DESERVING OF BETTER FATE.

To employ the language of another, you are "confronted by a condition and not a theory." Here you have a State of marvelous richness and fertility; a people proud of their heritage, intense in their civic pride and seriously convicted by a desire to do only that which is calculated to obtain the greatest good for the greatest number. What a volcano of enthusiastic patriotism smoulders within the breast of the average native son of California, and with what pride does he sing the beauties of her climate, her winter flowers, her landscapes and bewitching mountain scenery, her inexhaustible resources, mammoth in present greatness and yet only scratched by the magic hand of advanced civilization. Those who have never visited this magnificent empire are apt to think that it is only the effervescence of enthusiasm, but those who have traveled over the State know how impossible it is to overpaint the picture.

And who are these men and women of California?

They are the sons and daughters of the pioneer fathers and mothers who came out of the heart of old New England, from all of the States of the Atlantic Seaboard and of the great Middle West. They are the brawn and muscle, the bone and sinew, and the conquering intelligence that came from the stock that landed at old Plymouth Rock, and we sons and daughters of the East claim the same proud lineage.

And now the cities of this State are confronted by the same problems that have been tried and tested and solved by the Puritan cities of old Massachusetts. The staid, conservative, old blue-law cities of Worcester, New Bedford, Fall River, Fitchburg, Haverhill, Gloucester, and many others which were the abiding places of the ancestors of many of you, have tried

prohibition and after trial have abandoned it as undesirable and not for the best interests of society.

May you not profit by their experience?

This great State has one industry which represents an investment of one hundred and fifty millions of dollars and which yields an annual product which approximates the munificent sum of twenty-five millions of dollars; which gives employment to thousands of heads of families and thousands more of unmarried men and women. Today California stands at the head of the column of all the States of the Federal Union as a grape growing and wine producing State, and you have with you, here in this city, in every city and village of your State, a sect of men and women, honest, perhaps, but misguided even unto the verge of insanity, who stand for and advocate a policy which, if carried to its logical and intended sequence, would utterly destroy that mighty industry.

Just think of it! Three hundred and fifty thousand acres of vineyards! One hundred and thirty thousand acres of wine grapes!

How many happy, prosperous homes are planted in the hearts of those vineyards; how many willing, sober, wealth-producing hands find employment there? Homes that would be wrecked and hands that might be folded in idleness if the scheme of the prohibitionist and anti-saloonist is to carry.

Not only one product but many products grown here are directly involved in the issue.

California is one of the largest barley growing States of the Union and no State grows barley of better quality or of greater value. Hops are raised extensively, and I may say to you without betraying any confidence, that hops and barley enter into the manufacture of another delicious but mild beverage that enjoys wide popularity, which likewise would be placed under the ban of proscription should the forces of bigotry prevail.

### TOURISTS MUST BE CONSIDERED.

How many tourists leave behind the rigors of late winter and chilling blasts of tardy spring to find ease and comfort and all of the pleasures of outdoor life here in the valleys and the mountains and the cities of California? How many do you think would come if they knew that they were to be denied the rights guaranteed by the constitution—the right to worship God according to the dictates of their own consciences and seek pleasure in their own way and in any manner to them seeming fit, so long as they do not interfere with the rights of others?

Many of those tourists who empty a vast treasure into your channels of trade every year, have met and settled this same question in their own homes? They know the utter fallacy of the plan, they have drunk the dregs of bitterness from the chalice of bigotry and they will not seek a repetition of the evil which they have crushed.

You are asked to become a party to the movement to destroy the industries I have mentioned. Not only those, but others. You are asked to vote to deprive your city of the revenue which is now derived, or which may be derived, from licenses for the sale of intoxicating beverages; to deprive your neighbor of his rights to pursue his pleasure in a perfectly innocent and harmless way; to deny to your government, state and national, the income they derive from the manufacture and sale of intoxicants; to deny employment to labor; to deprive property owners of their property rights acquired by them with the authority of law and which they have enjoyed under the protection of the law; to make yourselves your brothers' keeper, and to aid in

Insist upon Lyons' Perfection Blackberry Cordial. The best on the market. Used for medicinal purposes only.

THE E. G. LYONS & RAAS CO.

the destruction of the primal rights of personal liberty upon which this government is founded.

What is the cause or even the excuse for this demand that is made upon you by the prohibitionists and anti-saloonists?

Keeping within the confines of exact justice, I should not make the slightest reference to the prohibitionists, for, in truth, they are a perfectly harmless lot. Their strength is measured by the results of their political elections and seldom indeed are they ever accused of electing anybody to public office.

#### THE ANTI-SALOONISTS.

But the anti-saloonists are a different breed of animals. They have accomplished something. Aye, they have accomplished much! They have substituted the blind pig, the kitchen bar, the bootlegger, and the club locker—all criminal contrivances that thrive in darkness—for the licensed public house that may be regulated to decency and safety if public authorities will perform their public duties. They have encouraged the organization of boys' clubs to meet in secrecy and hiding, pooling their pennies with which to buy liquor, and make drunkards out of them. They have substituted illicit manufacture and drugs and poisons for pure goods and displaced the mild intoxicant with the strong intoxicant. They have stirred up strife and discord in communities, increased tax burdens, destroyed revenues, with just as much drunkenness, and have inspired disrespect for all laws by placing a premium upon the violation of the excise laws.

Who are the anti-saloonists? They have no general membership. They are a lot of cunning politicians, most of them in the work for the graft there is in it, employing falsehood and misrepresentation whenever either will serve their purposes, and "wearing the raiment of the Lord to serve the devil in." They never bring in money for a campaign but rely upon local subscriptions for campaign funds. They openly state that out of all funds contributed they will retain 40 per cent to send to the home office. They are admitted to the pulpits of churches—some churches—to appeal to sentiment and prejudice and passion, and take up collections. They employ experts for that business.

And these are the men who are soliciting you good people to become their co-partners in wrecking the industries of your State.

#### EVILS OF PROHIBITION.

Did you ever stop to think that when the intoxicant goes out of the door the drug comes in at the window?

Did you ever stop to think that whenever the licensed saloon is abolished, the unlicensed sink takes its place?

Did you ever notice that the bootlegger may always be found in the shadow of prohibition?

The kitchen bar; do you know what that institution is? It is an illicit saloon in the home where the little children are sent out to solicit business, taught to evade the law, and encouraged in viciousness.

#### PROHIBITION A FAILURE.

That prohibition does not lessen consumption is conclusively proved by the reports of the internal revenue department. But, the anti-saloonist says, if prohibition does not lessen consumption, what objection is there to prohibition? We answer that there is just the same objection that there is to stealing a horse instead of buying it. If intoxicants must be consumed, let us have regularly organized institutions for distributing them to the consumer. Let us have a lawful place instead of a criminal place. Let us insure pure products instead of drugged concoctions manufactured for a contraband trade. Let us have the revenue from a licensed business instead of a burdensome tax for impossible enforcement of unpopular laws.

In the decade from 1850 to 1860 seventeen States had prohibition. All of them tried it and abandoned it, excepting only the State of Maine, and that State, only last September, came within 756 votes of amending its constitution by abolishing prohibition—a provision of the constitution that was adopted by a majority of upwards of 40,000.

Iowa had it, but now has the mulct law under which saloons are made a legal institution and intoxicants are sold throughout the State.

Alabama had it, but after a trial lasting three years abandoned it.

Kansas has it—in spots; and the same is true of North Carolina and Tennessee and North Dakota. The spots are usually far apart.

Oklahoma has prohibition, but of a brand that "smells to heaven."

Many of the important cities in Illinois were dry but after they were nearly ruined by the drouth they turned wet.

The anti-canteen law of the army has proved to be a dismal failure; so much so that every departmental commander, the governor of every national soldiers' home, and sixteen of the eighteen chaplains of the soldiers' homes, in their official reports, have recommended that Congress restore the canteen.

Last year this business paid into the United States Treasury for revenue the sum of \$220,000,000. It paid into the cities of the country for license fees upwards of \$85,000,000. It paid to labor more than \$2,500,000. It paid to the farmers of the nation \$11,110,000; it consumed 41 per cent of the barley crop, more than 33 per cent of the rye crop, and 87 per cent of the hop crop.

It is a significant fact that every convention of organized labor in this country that has taken action in respect to the question of prohibition has declared against it.

It is true that some church denominations have declared in favor of it, but it is just as true that others have either refused to commit themselves in favor of it or have by their ecclesiastical heads denounced it.

#### EXISTING LAWS SHOULD BE ENFORCED.

And why, pray tell, should all of these sacrifices of revenue, of labor employment, of profit to the farmer, of vested rights in property—why

(Concluded on page 42)

## HOMEPHONE PRAISED

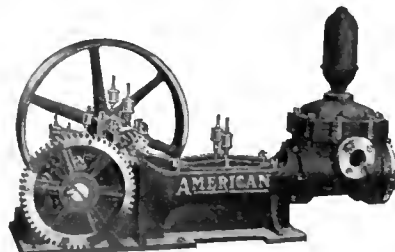
A new subscriber writes the Home Telephone Company under date of October 28, 1911.

"Please install a phone at my home. I did not know anything about the good points of the Homephone and was rather prejudiced against it until I began using it in my office. I use it all the time now, not only in phoning around the building, but getting outside numbers, because it saves me time and trouble. The Homephone delivers the goods."

"You know the burners of candles rioted in London about 500 years ago when gas was introduced. Most of us object to changes. Possibly that is the reason why I am so late in ordering a Homephone."

**Bay Cities Home Telephone Company**  
333 Grant Avenue

## MARSH and AMERICAN POWER AND STEAM DRIVEN PUMPS



**Wine Pumps**  
**Air Compressors**  
**Tank Pumps**

LARGE STOCK CONSTANTLY ON HAND  
**SIMONDS MACHINERY CO.**  
12 and 14 NATOMA ST., (near First St.) SAN FRANCISCO

# — MARKET — CONDITIONS

## MAY CROP CONDITIONS.

**ELSEWHERE** in this issue will be found reports from various sections of the State regarding the conditions of the vines at this time. The reports are satisfactory as a whole. The late May rains could not have been more timely, because they will go far toward insuring the required amount of moisture to bring the grapes to good maturity.

**DRY WINES:**—The leading shippers report business fairly satisfactory during the month of May and consider that the volume of trade done was seasonal. Exports of wine by sea for the month ending May 20th, were of good volume, the total being 2421 cases, and 1,042,557 gallons, valued at \$367,624. The value of exports for the same month of last year was \$357,763. The receipts of California wines at New York for the first four months of 1912 were 3,783,700 gallons; in 1911, 2,520,200 gallons.

Imports were 1732 cases, 21 casks, 13 barrels, 10 octaves, 5 quarter octaves.

**B RANDY:**—The market is without special feature. Production in the three districts totaled 9,906.9 tax gallons. There remained in bond in the State April 30th, 1912, 2,855,095.1 tax gallons. Exports by sea were 18 cases and 1528 gallons valued at \$3,336. Imports by sea totaled 209 cases, 1 cask.

**W HISKY:**—By reason of many satisfactory victories over the Anti-Saloon forces, there is a better feeling in the wine and liquor trade. Of course there have been some victories on the other side and some of them particularly exasperating. This last remark applies to that peculiar aggregation of fanatics, the raisin men of Fresno County. Notwithstanding these gents furnish a large quantity of the grapes that go into Fresno County's great brandy product, they deliberately went to the polls and voted for prohibition—enough of them to make the county dry outside of the cities of Fresno and Coalinga. Elsewhere in this issue will be found some very interesting matter pertaining to this peculiar situation. It is very probable that the next move in that section will be to undertake to dry up these places also.

The general condition of trade is fairly good, with the exception of San Francisco, where business has entered upon the comparatively dull summer season. Exports by sea were of good volume, the totals being 1072 cases and 9296 gallons valued at \$25,134. Imports by sea were heavy, the figures being 4121 cases, 628 barrels, 10 casks, 8 quarter casks, 15 kegs. The value of miscellaneous exports for the month was 5,114.

**I MPORTATIONS:**—Trade is seasonally quiet not only locally, but throughout the coast. However, there is a better feeling growing out of the settlement of local option contests, the assurance of excellent crops everywhere and of good prices to follow. This combination promises well for excellent business later in the season. The details of imports are as follows:

**IMPORTS BY SEA:**—Gin, 2017 cases, 10 barrels, 11 casks; Wine, 1732 cases, 21 casks, 13 barrels, 10 octaves, 5 qr. oets,

Whisky, 4121 cases, 628 barrels, 10 casks 8 qr. casks 15 kegs; Beer 455 cases, 320 barrels; Brandy, 209 cases, 1 cask; Rum, 2 octaves, 3 barrels; Liquors, 335 cases; Cider, 20 cases; Absinthe, 325 cases; Grape Juice, 1996 cases; Fruit Juice, 10 cases; Vermouth, 50 cases; Bitters, 10 cases; Lime Juice, 40 cases; Champagne, 1310 cases; Porter, 140 cases; Stout, 100 cases; Mineral Waters, 100 cases, 63 casks; Cocktails, 10 cases; Cordials, 31 cases, 1 barrel; Ginger Ale, 5 cases; Sake, 401 cases, 1000 casks.

**BY RAIL IN BOND:**—Champagne, 570 cases; Wine, 180 cases, 1 cask; Rum, 1 cask.

**B EER:**—Favorable weather conditions have brought about busy times for Brewers and distributors. Summer weather is on for several months to come and the good old malt beverage will have its inning. The outlook is very encouraging. Exports by sea were of nominal volume, the figures being 631 packages valued at \$3,917.

Imports of foreign beers by sea were 455 cases, 320 barrels, Porter 140 cases. Stout 100 cases.

## New York Wine Market

**T HE** situation in the movement of wines and brandies shows little or no change. The demand is light while prices continue to be low. The outlook for any material change in the immediate future is not good.—*Bonfort's*, May 10, 1912.

## Seek to End Ruinous Wine Prices

**L ACK** of union or co-operation among the independent wine men is bringing about a crisis in the wine industry. The independent wine men held a meeting May 30 to decide on a course of action for the current year, too late for this issue of the REVIEW to report.

One faction of the independents, it is said, favors a compromise with the Wine Association to the end of averting a war on wine rates. It is generally conceded that a war would be disastrous. But it is understood that another faction favors the co-operation of all the independents in one big fight on the Association. Judging by some remarks expressive of sentiment made by the most prominent of the independents, however, there is a dominant opinion in favor of moderation, which augurs well for an understanding all around.

The result of the present contest is that the grower is being caught between the two opposing forces and is being slowly crushed without any great advantage to the dealers. Under the circumstances, it is but reasonable to suppose that a remedy is being sought and that everybody will rejoice when it is found.

## Los Angeles Wine Company Sold to Hotaling & Company

**A S** announced elsewhere in the Los Angeles correspondence of the REVIEW, the business of the Los Angeles Wine Company, of Los Angeles has been taken over by A. P. Hotaling & Company of this city. The Los Angeles Wine Company is certainly a valuable acquisition, as it commands a large and well established trade which has grown steadily for years. Furthermore it is the best location for a business of the kind in the city. Manager Lind of A. P. Hotaling & Company informs us that by extensive advertising in that section the counter sales of the house have been doubled and are still increasing.



## The Dangerous Works Bill

THE trade in Washington as well as in other parts of the country is considerably wrought up over an attempt to pass a law in Congress limiting the sale of intoxicating liquors at the National capital. The Works bill which is now in the hands of a sub-committee is considering the measure and is expected to make its report some time during the coming week. From all parts of the country Senators have been flooded with letters of protest against the passage of the Works bill.

It is said on pretty good authority that behind the Works measure is a quiet movement to launch a nation-wide prohibition bill. It is pretty generally known that the Anti-Saloon League and prohibition advocates having been repulsed in many places where heretofore they have been successful, are now centering their guns on Washington.

The Washington Commission has sent to Congress as a substitute for the Works bill a measure providing for drastic changes in excise legislation in the District. The bill prohibits an increase in the liquor traffic by limiting the number of saloons to the number now licensed, 513. The retail liquor license is increased from \$800 to \$1000 and the wholesale from \$400 to \$500.

Perhaps the most important change in the opinion of the Excise Board is one allowing the Board discretion in withholding licenses from hotels which under the present law are allowed to sell liquor when they have twenty-five rooms for guests, and have the requisite number of signatures. The bill provides that hereafter no license shall be issued to a hotel having less than fifty rooms for guests nor to any hotel the character of which, or the character of the proprietor of which, is deemed objectionable by the Board. When the Works bill is reported in the Senate the report of the Commission will undoubtedly afford an opportunity for amending it. From reliable sources we learn that the Works bill is not likely to receive favorable consideration.—*Bonfort's*.

LATER:—Since the foregoing was put in type, announcement comes from Washington that this vicious measure has passed the Senate as introduced by Senator Works of California. The REVIEW urges the wine men, liquor dealers and brewers to take the time to send a personal letter to their Congressional representative, expressing disapproval of the act and requesting him to oppose it before the Committee on the District of Columbia out in the House.

## Champagne Bottled at Asti.

UNDER the direction of Charles Jadeau, the famous Champagne expert, the Italian-Swiss Colony has started bottling 400,000 bottles of Golden State, Extra Dry Champagne. This will take the greater portion of the month of June and will represent the effervescent wine that this firm will have ready for the Exposition year, 1915.

The additional champagne vaults which have just been com-

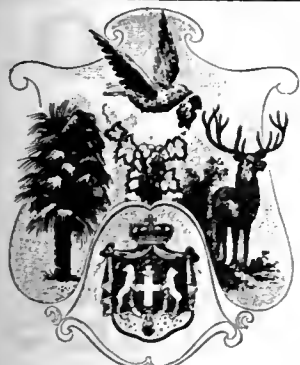


Busy Champagne Bottling Scene at Asti.

pleted at Asti afford much needed facilities for handling and storing the Colony's output during the past three years.

"Each bottling," says M. Jadeau, "has given us valuable experience in working the Colony's best wines, and I am sure the visitors who come from all parts of the world to the great exposition, will be surprised at the quality of our Golden State Champagne. Everything is most favorable for the bottling season.

A special edition of the *American Wine Press*, issued in connection with the Eighth Annual Convention of the American Wine Growers' Association, was a creditable production. It was printed on good paper in excellent style and contained special articles of interest to those in the trade and industry.



FROM THE VINE TO THE TRADE

## California Wineries and Distilleries

TOWNSEND AND FIFTH STREETS, SAN FRANCISCO

### GROWERS AND DISTILLERS OF PURE WINES AND BRANDIES

Special Inducements Will Be Made, on Request, to  
Large Handlers of Wines and Brandies (Any Proof)

OWNING ITS OWN BRANDS  
AND CONTROLLING THE OLD ESTABLISHED  
BRANDS OF  
LAS PALMAS WINERY & DISTILLERY  
LA PALOMA WINERY & DISTILLERY  
LODI CO-OPERATIVE WINERY  
ELK GROVE VINEYARD ASSOCIATION

(Continued from page 39)

should the sacred right of personal freedom, why should all be stricken down? What is the excuse for it? What is the necessity?

The anti-saloonist says it should be done "to save the boy." Mother, do you expect to save your boy by keeping him away from temptation or by keeping temptation away from him? What a purer lot of weak-kneed generations will follow us if our boys shall be trained in those lines. The way to save the boy is to make him strong enough to save himself; to teach him what is right and what is wrong; what is good and what is bad. Mother cannot be with him always. Time will come when they must part, but if she has made him strong in manhood he will not need her loving offices to protect him against temptations; the manhood that mother inculcated within him will be the only guardian he will need.

Boys are not ruined by the saloon. The laws make it a penal offense to permit them to frequent such places. If laws are not enforced, who is at fault? How will you expect to enforce a more stringent law if you will not enforce the law you have? If public officials fail to perform their official duties, you have a remedy; recall them.

#### ALCOHOLISM NOT GREATEST CAUSE OF DEATH.

They point to the army of drunkards. Where is that army? Have you seen it? Out of the whole number of people that you know, how many of them are drunkards? Out of the whole number of people that you have known in your lifetime, how many died drunkards?

The United States Census Reports tell us there are 6.4 deaths in every 100,000 from alcoholism, while there are 153 deaths from consumption and 231 deaths from diseases of the digestive system. Better cure the ice cream and soda water and coca cola habits that lead to diseases of the digestive system. The doctors tell us that typhoid is one of the surest agents of death; they also tell us that more than 60 per cent of typhoid cases come from drinking impure water and impure milk.

#### WHY NOT ATTACK PATENT MEDICINES?

Did you ever hear of an anti-saloonist making war against Peruna? If not, why not? Everybody knows that Peruna contains a large percentage of alcohol. Did anybody ever hear of an anti-saloonist making any attempt to secure the enactment of laws to put any proprietary medicines that are heavy with alcohol, out of business? History discloses no case of insanity of that species. There is reason in their madness and the reason is that the manufacturers of many of these nostrums are contributors to the treasury of the anti-saloon league. And why? Because prohibition increases the demand for their products.

#### FAITH IN THE WOMEN OF CALIFORNIA.

California has granted to her women the right to vote, and in the elections so far held, it has been made manifest that they propose to vote to protect their homes from hypocrisy and bigotry and proscription of natural rights.

Denver defeated prohibition by a vote of nearly two to one with the women voting.

Idaho elected Hawley governor and defeated Brady, an arch hypocrite, with the women voting.

Utah defeated a prohibition legislature with the women voting.

I would rather appeal to the common sense of women than to the partisan prejudice of men.

#### THE TRUE REMEDY.

In my judgment the State of Pennsylvania has arrived nearest a sane and effective solution of the liquor problem, and I most cordially commend that system to the voters and law-makers of California.

In that State there is no option, no elections oft-recurring to disturb business and the tranquillity of communities. All applications for licenses are addressed to the judges of the courts of record, a time and place for hearing them are fixed by order of the court and public notice is given. Objections may be filed either on account of the character of the applicant or the character of the location of the proposed saloon. The issue is tried according to the established rules of court procedure. If the application is denied by the court, that is the end of it. After the license is granted, complaint for its revocation may be made for any violation of any regulation. When complaint is made, the licensee is haled into court, an issue is framed and tried; for a first conviction the court may punish by a heavy fine, but for a second conviction the court is without discretion. He must revoke the license and when a license is once revoked for cause the licensee may never have another license from the State of Pennsylvania.

This system makes the license tangible property, an asset to be safeguarded; and the holder of a license will hesitate long and seriously before he will take chances on having his license revoked.

Again, this system preserves inviolate the rights of personal liberty; it insures the use of unadulterated beverages instead of contraband poisons; it discourages hypocrisy and encourages respect for all laws; it contributes to the public revenues and lightens the burden of the taxpayer proportionately; it gives employment to labor and increases the demand for the products of the farm, the orchard, and the vineyard; it provides a safe plan for the distribution of the intoxicating beverages, which time has proved the masses will have; it is constructive instead of destructive and is in perfect consonance with the letter and spirit of our free institutions.

#### A Correction

IN the April number of the REVIEW, in an article from John A. Corotto, of San Jose, the printer caused us to change the sense of the item. He said, "Even if the working masses were entirely in the minority in such a matter, the injustice would be just as great." The printer made him say "majority." This makes a great difference.

#### Pasadena "Wet" By Women Votes

SHOCKING news comes from Pasadena for the Anti-Saloon Leaguers and the Intemperate Prohibitionists. After years of effort the sane portion of the community have decided that Pasadena as a "Dry" town was not a success. Heretofore at every election the Antis have carried the day with little effort, because of the fact that the proper kind of campaign was not made for the enlightenment of voters. This time, however, the campaign was one of education, and for the purpose of amending the city's charter. The "wets" won by a majority of 630 votes. The new measure allows the serving of liquors with meals in hotels and restaurants, and permits the American citizen, as well as others to have wines and liquors in his home. It is stated that the victory was in a considerable measure due to the votes of the sensible women of Pasadena. We congratulate them.

# CIOCCA-LOMBARDI WINE CO.

BATTERY AND GREEN STS., SAN FRANCISCO, CAL.

GEYSER PEAK WINERY, Geyserville, Cal.

# CALIFORNIA WINES AND BRANDIES

FINE MATURED DRY WINES OUR SPECIALTY

Correspondence Invited

### Next Series of Prizes in June Issue

OWING to unavoidable delay in securing necessary data, the next series of "PHIZES" will appear in the June 30th issue of the REVIEW and regularly from that time on.

### Osborn's Annual Guide

WE have received with the compliments of Mr. Alfred F. Osborn, the 1912 edition of Osborn's Annual Guide to Agencies and Club List. In passing over the pages of the 1912 number we note that it equals in every respect former editions. In addition to the usual valuable tables we find an article on Cellar Management which is of interest. The club list contained in the book will undoubtedly prove of much value to the recipients of the publication. This club list is, perhaps, as complete as any of its kind in existence. The price of the Guide to Agencies is \$1.00 per copy, and the address of the publisher is 45 Beaver street, New York.

### Shipping Wine in Tank Cars

A NEW development in the California wine industry was recorded last week in the shipment of six tank carloads of wine by Geo. West & Son, Inc., from Stockton to New York. This is the first tank wine shipment ever made from this State. Shipping the wine in bulk means a saving in handling it, a saving in buying barrels or bottles, and a saving in freight charges, for the weight of the package is saved. In New York the wine will be drawn from the tanks and then barreled and bottled. Winemen say that tank car shipments hereafter will enable them to compete more successfully with other wine manufacturers.

### Free Ships Through the Canal

CALIFORNIA wine men have good reason to congratulate themselves over the victory won at Washington, by which American coastwise vessels will pass through the canal free of toll. This will be a great advantage, as it will insure the very lowest possible rates of distribution to the great eastern ports of distribution, and will also have a marked effect upon present railroad rates in the matter of distribution of California products in eastern territory not contiguous to eastern seaports. All of which should assist largely in increasing the consumption of California wines.

### No Rhine Wines of Vintage of 1913

THERE will be no Rhine wine of the vintage of 1913. A recent record cold spell has entirely killed the crops and thousands are thrown out of employment in consequence. One way or another the loss to the Germans by the four days' unexpected frost will amount to many million dollars.

Mr. Donald Robertson, superintendent of supplies of the California Wine Association, took a vacation the fore part of the month, and also a trip to Denver and Omaha. He expects to return on June 4th.

Mr. John D. Bosch, superintendent of the Geyserville Winery of the California Wine Association, returned from an eastern trip the fore part of the month. He reports enjoying himself greatly having visited the big eastern cities and spent most of his time in the city of Washington.

# Sonoma Wine & Brandy Co.

INCORPORATED

**STORAGE CAPACITY**  
**2,000,000 GALLONS**

**18-20 and 22 Hamilton Avenue, - Brooklyn, N. Y.**

AND

**Stockton, California**



## National Wholesale Liquor Dealers in Great Convention



THE convention of the National Wholesale Liquor Dealers' Association of America, which has just been held in Philadelphia, the seventeenth of its kind, was the most successful in the history of the organization. The reports and speeches are of interest to the entire trade. Few conventions have achieved so much or have been productive of so great a growth as this one and it shows that the results of the past twelve months have been more successful than during any previous period. The entire trade has derived great benefits, as shown by the convention. The strength of union has been increased wonderfully.

Co-operation on the part of both the National Association and the National Brewers' Association has been thoroughly established. The move toward unity has been wisely and timely taken and it will not be long before all the different bodies which should be natural allies will be permanently united on a co-operative basis. United effort on the part of the liquor trade of the United States has been proven to be absolutely necessary in order that the rights of property of the trade should be properly protected. The strong men of the trade recognize this and they are all working with the keenest of interest to renew the strength of the trade by means of the spirit of unity. The victories that can be won through co-operation, the essential medium of strength, may be judged by the achievements illustrated in the convention just held.

Every wholesaler in the United States who gives the right attention to the work of the convention can hardly fail to become a member and a shareholder of the association and thereby not only add to the strength of the trade but contribute to sustain the liberties of the people of the entire country as well.

The following report of the Executive Committee, Morris E. Westheimer, chairman, will be found of special interest:

Your Executive Committee can add little to the comprehensive report of President Dennehy and Secretary Debar, and so will devote its report to recommendations for the future. The past and present should furnish a safe basis for action, and it is necessarily the future of our business in which we are most vitally interested.

We face an aggressive enemy, led by self-appointed and well-paid fanatical officials. These leaders, who style themselves superintendents of the Anti-Saloon League, depend upon a continuance of prohibition agitation for their financial reward, and they will leave untried no effort, fair or otherwise, to keep the flame of confiscation burning brightly, for that flame illumines the path along which flows the stream of gold that lines their pockets. Their national superintendent publicly states the policy of his organization, and presuming his statements to be true, we have at least the knowledge of our enemies' plans to guide us in our defense. What is it they threaten to do?

First. Outlaw the liquor business by divesting liquor of its interstate commerce character.

Second. Boycott merchants in any and all lines who do not bow down to the commands of the league.

To meet this situation we need the continued loyal support of the entire trade, and it is fitting, at this time, that the Executive Committee recognize and extend appreciative thanks to that large body of the trade who, year after year, cheerfully support this Association with their money and their personal aid. What can be said of those members of the trade who accept the benefits of the work of the Association without bearing their share of its burdens? How can the truth be borne home to their minds that every instinct of justice, of fair play and com-

mercial ethics demands that they also should enlist in the army formed for their defense? This committee urges those who are here to take home with them the realization of the imperative necessity of securing new members for the Association and subscribers to its Protective Bureau.

In a careful analysis of the past, one fact stands out clearly. That fact is the urgent need for more and better state associations. The state associations must continue to take care of state and local affairs, but above and beyond all this, there must be such close and confidential relations between the National and the various state associations as will enable us to help each other. Some of our present state associations are officered by men whose aid to the National Association has been invaluable, and it is this fortunate experience that leads us to urge you to actively assist in strengthening the state associations we now have and in creating new ones where now none exist.

Returning now to the first step in the proposed program of the enemy, viz., that of trying to secure Federal legislation to divest all distilled and fermented liquors of their interstate commerce character, there are now before Congress the measures known as the Webb and Kenyon bills.

These bills, should they be enacted into law, would not only prevent shipments of liquor from "wet" into "dry" territory, but would so embarrass and handicap the conduct of the business generally as to make it extremely difficult to transact any interstate business whatever.

Both the Webb and Kenyon bills make it possible for state officials to proceed against shipments of liquor upon the ground that the shipment, or any portion of it, is "intended" to be used by somebody directly or indirectly connected with the transaction, for the purpose of violating some law of some state, into which any portion of such shipment may be sent.

We are startled by the absurdity of such a law.

We are shocked by its supreme injustice and its far-reaching effects.

Upon first examination one would naturally ask: "Can Congress seriously consider a bill not alone doubtful in its constitutionality, but which also violates every law of equity, every rule of commercial custom, every principle of common sense justice?"

That such measures should be seriously considered in Congress shows how thoroughly public men of high standing are influenced by the supposed power of the Prohibitionists.

This power or intimidation is not an accident.

If you will read the utterances of their leaders, you will see that they deliberately boast of what they have accomplished in electing and defeating candidates, and by these threats and claims of wonderful deeds performed they are in a considerable degree enabled to frighten the average politician into submission.

There is one defense which can be made against tactics of this character, and that is to meet these agitators with their own weapons.

With reason, justness, fairness and common sense upon our side, we are brushed aside because we have not, in the past, had the courage to properly assert ourselves in defense of our rights.

The Anti-Saloon League has grown strong through a public sentiment built up upon mendacity and misrepresentation.

It is wonderful to what extent a persistent campaign of mal-  
evolent denunciation carried on for many years can pervert the minds of people who are always voracious readers, but sometimes indifferent thinkers.

People read, but they do not always discriminate.



As a result, these campaigns of vilification are effective to a startling degree.

It may be a fact that "the truth is mighty and will prevail," but sometimes it is a mighty long time in prevailing.

Our policy for the future should be one of education and of aggressive political warfare. He who fights only on the defensive usually fights a losing battle.

So long as the Government derives a revenue amounting to many millions annually from the tax upon liquors, we are entitled to every right accorded a manufacturer and a dealer in any article of commerce.

No men upon earth are less anxious to break into politics than the distillers and wholesale liquor dealers of the United States.

They are in politics only when menaced, harassed and annoyed.

They are in politics only when threatened, assailed and subjected to confiscation and destruction.

To expect less than this natural defense of natural rights would be to place our people in the category of the supernatural.

In the future, if success is to be ours, our people must give more, instead of less, attention to the questions of politics affecting our trade.

Every dealer should keep himself informed as to political conditions in his city, his county, his State and the country at large.

Any other course will enable our enemies to control legislation in Congress, and finally make liquors an outlaw of commerce by Federal legislation.

The second plan of campaign outlined by the Anti-Saloon League is plainly revealed by the preface of their Year Book for 1912.

The Reverend Purley A. Baker, general superintendent of the Anti-Saloon League of America, under the title, "Real War," gives tongue to the following eulogy of the boycott as a method of Anti-Saloon League warfare:

"The liquor traffic has deserted its own piratical black flag and enlisted under the banner of 'Business Men's Association,' 'Taxpayers' League,' etc., to gain a respectability it never had. In every community it can find a few business men willing to act as 'wet' nurses to the traffic. They and their business are deserving of exactly the same treatment accorded the saloon-keeper and his business—to be regarded as unworthy of patronage or social recognition by people interested in the moral well-being of the community.

"When the Christian women, who do most of the buying, withdraw their support from business men who espouse the saloon and give their support to business men who oppose the saloon, there will soon be no saloon-supporting business men. This battle is not a rose-water conflict. It is war—continued, relentless war. The rule of successful warfare is to cut off the enemy's supplies and at every point reduce his fighting force to a minimum."

"War—continued, relentless war"—that is the battle cry of our enemy, marching as they claim under the banner of religion. We must govern ourselves accordingly; we must not permit the enemy to nominate and elect "dry" congressmen to represent us at the Capitol. Don't go into politics for personal gain or personal office. Where the Democrats and Republicans both nominate liberal, fair-minded men, keep your hands off; but where either party bows down to the demands of the Anti-Saloon League and nominates a "dry," it is our business to oppose that candidate. It is not enough that we prevent the election of "dry" state legislators, it is absolutely and imperatively necessary that individually and through our associations we give the most careful attention to the question of representation at Washington. We desire to impress this fact upon you as the vital point in all our work. The threat of a boycott

by Reverend Baker needs but publicity to bring its own punishment, and this association asks the aid of each of its members in carrying forward the work we have outlined.

It is for you to select the men who are to lead in the battles of the future, and having selected them, to furnish the men and the means to conduct a victorious campaign, a campaign that shall destroy once and for all the power of our boastful enemies.

A word now as to some of our lieutenants: Lawrence Maxwell, Esq., Levi Cooke, Charles M. Lewis, John M. Gregory, Lou Gibson, Edmund H. Roche, and last, but most certainly not least Joseph Debar. No report of your Executive Committee would be complete without an expression of thanks and deep appreciation for the splendid and efficient work, the whole-hearted services and full co-operation these gentlemen have given us. We thank them and want them to know of our appreciation.

In conclusion, we tender our warmest thanks to our esteemed President, Mr. Thomas C. Dennehy—for his tireless efforts for the welfare of the Association; for his ever-wise counsel in all of the difficult questions which have confronted us at every turn, and for the genial courtesy which has made our service with him a pleasure and an inspiration.

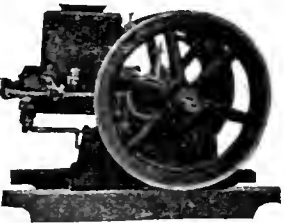
We earnestly hope than the second year of his administration will bring even greater benefits to our organization than has the year now closing.

MORRIS F. WESTHEIMER, Chairman.  
A. J. SUNSTEIN,  
JOS. A. STRASSER,  
GEO. F. DIETERLE,  
E. M. BARBITT,  
W. E. HULL,  
LEO STRAUS,  
And the President, Ex-Officio.

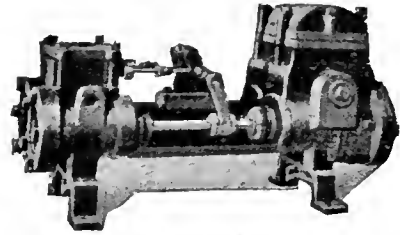
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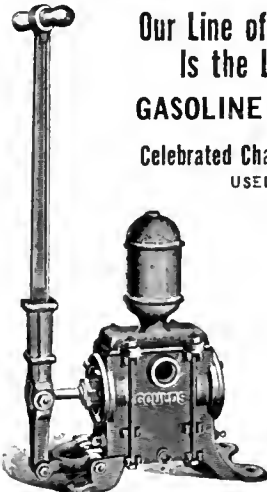
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## The Principles of Wine-Making

BY FREDERIC BIOLETTI.

For the more perfect clearing of old wines some form of pulp filter is used. These are various devices by which the wine is forced through a mass of cellulose or asbestos pulp and freed from all floating matter. Some of the best of these carefully used, remove nearly all the bacteria present.

8. *Heating.*—The heating of wine after fermentation is practiced for various purposes and in various ways. In general its object is to hasten and facilitate the chemical and physical changes which constitute aging, to sterilize the wine completely or partially (pasteurization) by the destruction of micro-organisms or for both purposes at the same time.

Wines will develop more rapidly at high temperatures than at low. The aging of a wine can often be much hastened with advantage by keeping it in a warm room, 70 degrees to 75 degrees F., for several weeks or even months. This must be done, however, with much caution. Only young wines which are perfectly dry and clear should be subjected to this treatment. Wines containing unfermented sugar or many bacteria are almost certain to become diseased if kept in a warm place after they have ceased alcoholic fermentation. Wines low in alcohol or of delicate constitution in any way may be injured. In any case, the wine will age too much, become vapid or acquire a sherry taste if kept warm too long.

The precipitation of albuminoid matters is much facilitated by this heating which is used by some wine-makers in the finishing of Sauterne containing 1 or 2 per cent of sugar. In this case, the young, clear wine is placed for several days or weeks in a room or cellar heated to 85 degrees to 90 degrees F. Under these conditions, the wine is extremely subject to bacterial deterioration. This is prevented either by the use of comparatively large doses of sulfurous acid or by a momentary heating to 150 degrees F. to sterilize the wine before the prolonged heating at 90 degrees F. Some sulfurous acid is necessary in order to prevent browning and darkening of the color and the acquiring of a sherry taste. A still higher heating is used for certain sweet wines to which it is desired to give a "rancio" or sherry taste. In this case, the wine is heated to 120 degrees or 130 degrees F. for two or three months. This high and prolonged heating promotes the chemical changes which produce the "rancio" taste and golden color due to oxidation and caramelizes part of the sugar, giving a desired character to the sweet wine.

9. *Pasteurization.*—The pasteurization of wine has for its object the destruction of all injurious micro-organisms in the liquid. It is accomplished by a momentary heating to a temperature of between 140 degrees F. and 160 degrees F., or sometimes higher.

As the wine is cooled immediately and remains at the maximum temperature for only one minute or less, the changes of composition and character are much less marked than in the case of prolonged heating. Such changes, however, do occur and the more intensely the higher the temperature of pasteurization. Sound wines are sometimes pasteurized to insure their keeping under unfavorable conditions. They may be pasteurized into casks for shipping long distances or in hot climates. Delicate wines are sometimes pasteurized in bottles.

Pasteurization is also a useful means of checking the progress of bacterial diseases of wine before they have injured its quality irretrievably. When an early microscopic examination of the wine shows the presence of dangerous numbers of bacteria,

prompt pasteurization will destroy them before they have perceptibly injured the wine. Pasteurization, however, does not render the wine immune, and the sterilized wine must be run into sterilized casks and protected from reinfection. The need of pasteurization is proof of the delicate constitution of the wine and of the need of special care even after the destruction of the bacteria it contains.

Wines of any age may be pasteurized but they should always be nearly or quite clear. Heating cloudy wine always injures its flavor and often makes it more difficult to clarify. Before heating a cloudy wine, therefore, it should be cleared by fining or filtration.

10. *Cooling.*—Low temperatures may be utilized to promote the development of wine. As soon as the wine is completely dry, which should be within a few weeks after the end of the vintage, it is benefited by being cooled. Low temperatures, by diminishing the activity of the micro-organisms, tend to cause them to accumulate in the sediment with the cream of tartar, and to increase the limpidity of the wine at the first racking.

The cold winter arriving at just about the right time for this purpose, should be utilized by opening the cellar where the young wine is stored at night and closing it in the day time. In some countries, the wine is placed outside during part of the first winter in order to obtain the full benefit of the chilling. Lately artificial cooling 35 degrees or 40 degrees F. has been used with success. The wine should be left at these low temperatures only so long as is necessary to cause all micro-organisms and excess of salts to accumulate in the sediment and to be removed by the first racking. A rise of temperature to 55 degrees to 65 degrees F. is then desirable for the maturing of the wine.

11. *Bottling Wine.*—The object of bottling is to preserve the wine as much as possible from further change by protecting it from the action of micro-organisms and oxygen.

A wine, therefore, which has ceased forming a deposit, is perfectly bright and has reached its optimum quality should be bottled. It is usually advisable to fine a wine two to five weeks before bottling. It may be bottled directly from the finings or, preferably, racked carefully from them as soon as bright into lightly sulfured casks and bottled after two or three weeks' rest.

If bottled too young, the wine will make an abundant deposit in the bottle, if too old, it will have lost something of its quality. If bottled at the right stage and in perfect condition, there will be very little deposit and this will be slow in forming and will adhere firmly to the side of the bottle. The age of the wine will vary in California in ordinary cases, from one and a half years to four or five years. It is seldom desirable to keep even the heaviest dry wines in casks longer than five years and it is possible by special methods to get some light wines ready for bottling in less than a year.

The bottling should take place under the same atmospheric conditions as racking, in order to have the sediment as compact as possible and the wine as free as possible from floating particles or micro-organisms. The placing of the cask and the drawing of the wine into bottles should be so arranged that the wine is disturbed as little as possible during the operation.

Bottles and casks should be perfectly clean and sterile. The former should be washed in hot water containing ten per cent of carbonate of soda rinsed with pure water and allowed to dry neck down. A final rinsing, before draining, with brandy or

a weak solution of meta-bisulfite is of use in some cases, but should be done with precautions to prevent more than a trace of the rinsing solution from remaining in the bottle when filled with wine. The corks should be soaked for twenty-four hours in warm water and then drained and rinsed with the wine to be bottled. Old or inferior corks should be sterilized by immersing for twenty-four hours in a 5 to 10 per cent solution of sulfuric acid before washing and soaking. They may be sterilized more effectively and easily by heating them in a closed vessel in which is placed a small amount of a 20 per cent solution of formalin. Eight or ten ounces of formalin in one quart of water is sufficient to treat 1000 corks.

After bottling, the wine is further protected from access of air by covering the corks with a layer of hot paraffin or wax. The bottles should then be laid horizontally, care being taken that the small volume of air which remains in the bottle is not in contact with the cork but in contact with the glass of the upper side of the bottle.

Wine bottled in this way will improve a little for a few months and then remain with little change for many years if kept in a cool, moderately moist and clean cellar.

THE END

### Beer Not Popular Among Chinese

THE attempt of a corporation organized in Hongkong with foreign capital, largely from Honolulu, to establish a brewing business on the South Asiatic coast has been unsuccessful. The concern erected a modern brewery on a portion of the mainland opposite Hongkong in 1909, but lost money from the beginning. The company has gone into voluntary liquidation and is attempting to sell its plant.

The concern was organized with a capital of \$500,000 gold. The plant established here was finely equipped, mostly with American machinery and appliances, including an outfit of glass-lined steel tanks, and was modern in every respect in installation and operation; in fact, one of the reasons for the failure of the enterprise as a business undertaking is that the capacity of the plant (100,000 barrels of beer annually) is so far beyond present possible sale that its economical operation has been difficult if not impossible. However, the chief obstacle has been the lack of success attending the firm's efforts to attract the patronage of the Chinese. In some parts of the new Republic there is a fair consumption of beer among the natives, but, as a rule, the Chinese prefer their own alcoholic beverages, or, at most, take to foreign drinks other than beer.

#### HONGKONG'S IMPORTS OF FOREIGN BEERS.

For a time there was some reason to expect the successful introduction of beer among the Chinese of Hongkong. Sales of the company's output increased considerably, and growing popularity gave some practical ground for anticipating a change in Chinese tastes. The concern also operated an ice factory in connection with its brewery, and income from this source lent some support to the business. The fact finally became plain, however, that for the time being the Chinese do not take to beer.

There is a considerable consumption of foreign beers among foreigners in Hongkong and in the Chinese ports deriving their supplies through Hongkong. The figures of the import and export office of the Hongkong Government, which are complete in that they represent taxation on imports of such goods, show that at the beginning of 1911 there were in stock 95,535 gallons of ale, beer and stout. During the year importations amounted to 748,900 gallons. Of this total stock of 844,435 gallons, 322,711 were exported to various Chinese ports near at hand, 325,548

gallons were consumed, and 196,176 gallons were left on hand. During 1910 the stock on hand (78,894 gallons) and arrivals (605,212 gallons) totaled 684,106 gallons, of which 271,142 gallons were re-exported and 317,429 gallons were consumed.

These two are the only years in which Hongkong's tax on alcoholic products has been applied and for which reliable figures are to be had. They seem to indicate that, in spite of the failure of the local brewery to establish itself here with a high-grade product brewed to suit the climate, there is an increase in both re-exports and consumption. This is probably accounted for by the fact that the imports of high-grade beers, ales, and similar drinks in this part of the world are largely of special English, German, and Austrian brands for which foreigners here have a special liking, in which sentiment plays an important part. Many of these drinks are used by prescription to avoid the depressing effects of a difficult climate. The cheaper-grade goods come largely from Japan and as a rule do not attempt to reach the better trade.

#### TRADE UNCERTAIN.

Several years ago, particularly soon after the Spanish-American War, American beer had a rather strong hold on this market, and several of the larger American brewing interests gave considerable attention to the trade, especially in the ports of the north and through Hongkong. Cheap Japanese beers have been cutting into the sales of other countries, however, and the trade also has been very irregular—averaging something like \$400,000 gold annually for all China at the present time; but once (in 1905) running as high as 1,200,000 taels, or more than twice its present average volume and value. All China in 1910 bought beers to the value of \$393,780, of which about one-half came from Japan direct and one-fourth from Germany direct; American beers had no part whatever in the trade. The experience of the Hongkong brewing enterprise seems to indicate that the immediate future of the trade is uncertain.—From Consul General George E. Anderson, Hongkong.

Professor Bioletti, viticulturist of the University of California, has been inspecting the vineyards of Sutter county, and has found them free from phylloxera. He has urged the growers not to relax their vigilance.

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TO DEATH

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# INTERNAL REVENUE & CUSTOMS RULINGS

(T. D. 32462.)

*Alcohol in still wines.*

*Vandegrift & Co. v. United States (No. 827).*

*An Excess of 14 per cent of Alcohol in Still Wines.*

The wine here was tested in accordance with the regulations of the Treasury. It was ascertained to contain absolute alcohol perceptibly in excess of 14 per cent. This finding leaves no room for construction. The wines were dutiable as assessed at 60 cents per gallon under paragraph 307, tariff act of 1909.—United States v. Lueder (154 Fed. Rep. 1; T. D. 27918).

United States Court of Customs Appeals, April 17, 1912.

Appeal from Board of United States General Appraisers, Abstract 27439 (T. D. 32126).

[Decision affirmed.]

Brown & Gerry for appellants.

William L. Wemple, Assistant Attorney-General (Leland N. Wood, assistant attorney, on the brief), for the United States.

Before Montgomery, Smith, Barber, De Vries and Martin, Judges.

MONTGOMERY, Presiding Judge, delivered the opinion of the court:

The merchandise involved in this appeal consists of 14 casks of Italian wine shipped from Genoa. It is said to be a natural, unfortified, red wine. It was assessed for duty at 60 cents per gallon under paragraph 307 of the tariff act of August 5, 1909, which, so far as pertinent, reads as follows:

Still wines, including ginger wine or ginger cordial, vermouth, and rice wine or sake, and similar beverages not specially provided for in this section, in casks or packages other than bottles or jugs, if containing fourteen per centum or less of absolute alcohol, forty-five cents per gallon; if containing more than fourteen per centum of absolute alcohol, sixty cents per gallon. \* \* \* The percentage of alcohol in wines and fruit juices shall be determined in such manner as the Secretary of the Treasury shall by regulation prescribe.

The importers contended below that this wine should be assessed at 45 cents per gallon as containing less than 14 per cent of absolute alcohol. They make the same contention here. It is not, however, claimed that as a matter of fact according to the chemist's report the wine did, except in a single instance, under which no claim is made, contain less than 14 per cent or exactly 14 per cent. The excess over 14 per cent varied from eighteen one hundredths of 1 per cent to seventy-five one hundredths of 1 per cent, but it is claimed that this wine is a natural unfortified wine, and that a variation of eighteen one hundredths of 1 per cent over 14 per cent did not, under the circumstances, make this dutiable as containing over 14 per cent of absolute alcohol, and this for the reason that the determination of the duty on that basis would be unreasonable; that the line of demarcation of 14 per cent should be construed commercially instead of scientifically, and it is argued that wine containing more than 14 per cent is usually such wine as is fortified by the addition of alcohol, and that what was really meant by Congress was that the unfortified wine should be admitted at the 45 per cent rate. The offer was made to show that the wine in question is not a fortified wine, but a dry or natural wine; that it is a wine grown in southern Italy, particularly Sicily, which, under favorable climates conditions, at times contains naturally over 14 per cent alcohol, because of an excess of sugar in the grape, and further to prove that this class of wine, when the climatic conditions are not favorable, contains less than 14 per cent of alcohol. This testimony was excluded.

The Secretary of the Treasury had, in T. D. 15763, issued instructions for the analysis of wines subject to importation, as follows:

Collectors are instructed in making an analysis of imported wines and

fruit juices for the purpose of ascertaining the percentage of alcohol contained therein, to use the method of "distillation," that being the only method assuring accurate results in view of the fact that such wines and fruit juices usually contain saccharine or other solid matters in solution, making the test by the hydrometer impracticable.

This regulation was made applicable to the present law by T. D. 29939. Some question is made as to whether this regulation was followed in the present case. But the answer to that is that the witness for the Government on cross-examination testified in answer to the question:

Did you make the analyses of the wine in accordance with the regulations of the Secretary of the Treasury? A.—I did.

Q. You did that in this case? A. Yes, sir.

And the board found the fact as follows:

The percentage of alcohol contained was determined in accordance with the regulations of the Secretary of the Treasury, and was found to be more than 14 per cent of absolute alcohol.

The testimony further shows that the human equation so-called would not amount to more than a variation of one one-hundredth or two one-hundredths of 1 per cent, so that the maxim *de minimis non curat lex* can not be applied to this case. We have a case in which there is an ascertainable excess over 14 per cent of absolute alcohol.

The only question, therefore, becomes one of law, which is, whether, in view of the plain provisions of this statute, the court may treat the line of demarcation as something other or different than one ascertainable under such regulations as the Secretary of the Treasury may prescribe. We think the case is one where rules of construction need scarcely be stated or resorted to. The statute is so plain and clear in its provisions that it may be said that there is no room for construction. The line of demarcation is between wines containing 14 per cent or less of absolute alcohol and those containing more than 14 per cent of absolute alcohol. Clearly any wine that contains alcohol in quantities perceptible and ascertainable above 14 per cent comes within the classification which fixes the higher rate of duty. If this language left the question at all in doubt, the further provision that the percentage of alcohol is to be determined in such manner as the Secretary of the Treasury shall by regulation prescribe, would foreclose any question of doubt.

The case is in all substantial respects analogous to that of United States v. Lueder (154 Fed. Rep., 1; T. D. 27918).

This is not a case in which there was room for the application of the rule giving force to commercial usage. This question was discussed in the Bartram case (131 Fed. Rep., 833), where a similar contention was made, but the contention was overruled on reasoning which commends itself to the court. See also Newman v. Arthur (109 U. S., 132); American Sugar Refining Co. v. United States (1 Ct. Cst. App., 228; T. D. 31273).

The decision of the Board of General Appraisers is affirmed.

(T. D. 1771.)

*Special excise tax on corporations.*

Instructions relative to the enforcement of T. D. 1763 of March 22, 1912, by collectors.

Treasury Department,  
Office of Commissioner of Internal Revenue,  
Washington, D. C., April 30, 1912.

Sir: In reply to your letter of the 27th instant, in which you inquire as to how banks may show the additional taxes due in



accordance with T. D. 1763, it is suggested that in lieu of requiring an amended return or returns the requirement be that a supplemental return showing the amounts deducted during the years 1909, 1910, and 1911 for taxes paid on the capital stock shall be filed by each corporation from whom an additional tax would be due because of these deductions. The requirement that an amended return be filed would necessarily mean that the original return be amended, but the same objection could be attained and the additional tax collected for the three years on a supplemental return as indicated above.

This letter will be printed in *Treasury Decisions* for the information of all collectors who have not yet secured the additional taxes due from banking corporations in accordance with T. D. 1763.

Respectfully,  
ROYAL E. CABELL, Commissioner.

COLLECTOR OF INTERNAL REVENUE,  
Parkersburg, W. Va.

(T. D. 32480.)

*Gauge of ale.*

Conventional gauge of one-half bottles (pints) containing Great Auk's Head ale, 12 fluid ounces per bottle.—T. D. 26293 of April 19, 1905, modified.

Treasury Department, May 3, 1912.

Sir: The department is in receipt of your letter of March 23, relative to the gauge of one-half bottles (pints), containing "Great Auk's Head" ale, in which you state that the tests of the gauge of such ale made by the appraiser at your port show the bottles to average 12 fluid ounces each. This gauge agrees with that found at New York as the result of recent tests.

In view of the foregoing, 12 fluid ounces are hereby adopted by the department as the average or conventional gauge of one-half bottles (pints) containing ale of the brand in question, and you are authorized to accept the same in importations of such ale in cases where the actual gauge is not taken. T. D. 26293 is modified accordingly.

You are advised, however, that tests should be made from time to time, and if it is found that there is a material discrepancy between the actual gauge and the conventional gauge established the actual gauge should be followed, as provided in T. D. 28161.

Respectfully,

(91862)

JAMES F. CURTIS,  
Assistant Secretary.

COLLECTOR OF CUSTOMS, New Orleans, La.

(T. D. 1772.)

*Pomace wine.*

Extending the provisions of T. D. 1721 and 1724, relative to the manufacture and use of pomace wine.

Treasury Department,  
Office of Commissioner of Internal Revenue,  
Washington, D. C., May 4, 1912.

To collectors of internal revenue and others concerned:

Pending action of Congress in fixing the status under internal-revenue laws of so-called pomace wine, the provisions of T. D. 1721 of August 30, 1911, and T. D. 1724 of September 11, 1911, relating to the manufacture and use of such wine, are hereby extended so as to continue in force until April 4, 1913. Collectors and other internal-revenue officers will see that the regulations and instructions contained in said decisions are carefully complied with.

ROYAL E. CABELL, Commissioner.

(T. D. 1769.)

*Zanol.*

Special tax not required for use in compounding for personal use and not for sale.

Treasury Department,  
Office of Commissioner of Internal Revenue,  
Washington, D. C., April 20, 1912.

Sir: This office is in receipt of your letter of the 18th instant, transmitting a sample of "zanol extract"; and in reply you are advised that many inquiries have been received relative to this compound from the tenor of which it is manifest that the widely distributed advertising matter is misleading.

In the pamphlet sent out it is stated:

"You can make in the privacy of your own home any standard liquor or cordial.

"You require no distilling or brewing apparatus.

"No license is required in any State, county, or city of this country for the making of liquor at home for personal use, nor the selling of 'zanol.' \* \* \* It must be diluted to a great extent before it can be made drinkable."

From the correspondence received it appears that the public believes that liquors can be made by diluting "zanol extract" with water, but according to the instructions upon the packages "zanol extract," which is a highly concentrated flavoring extract, must be added to tax-paid alcohol or spirits reduced to potable proof.

Of course, such compounding for personal use and not for sale does not involve special-tax liability as rectifier; and, as the extract is not potable in the condition as put out by the manufacturers, no special tax is required for its sale in the original manufacturers' package. Special tax would, however, be required for the preparation for sale of a liquor in accordance with the directions for use upon the bottle.

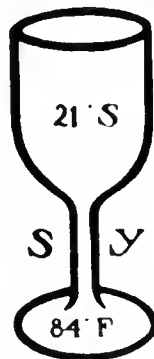
Respectfully,

ROYAL E. CABELL, Commissioner.

MR. H. B. BURGH,

Revenue Agent, St. Louis, Mo.

## Winemakers



It will pay you to become interested in better quality by means of PURE YEAST and COOL FERMENTATIONS

Read

"Quality in Dry Wines Through Adequate Fermentations"

by RUDOLF JORDAN, JR.

pp. 146. Illust.

A practical investigation regarding the value of the latest methods.

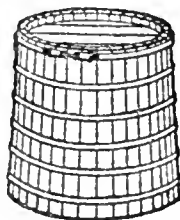
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San Francisco

Phone KEARNY 242 and J 2552

From Alex. D. Shaw & Co.

NEW YORK.

THE firm of D. Leiden, Ltd., of Cologne on Rhine, Germany, for whom we have been the general United States agents since 1903, was established in 1818 by Damian Leiden, the grandfather of the present generation, and is still controlled by the Leiden family. From the very beginning of their business Messrs. D. Leiden, Ltd., have held the reputation of shipping the highest qualities of Rhine, Palatinate, Moselle and Saar wines under true labels, hence their prices have until now been higher than those of most firms.

The present law controlling German wines prohibits mislabeling, so that when the old stocks existing prior to this new law are exhausted all firms will be compelled to label their wines exactly what they are, as misbranding or mislabeling renders them liable to confiscation. As a consequence all quotations for wines of the same quality must be as high or higher than those of the Leiden wines, as their prices have always been based on the actual quality and value of the wine.

We call your attention to the complete description of the wines quoted in our price list, which will enable your customers to select the brands best suited to their tastes.

ALEX. D. SHAW & CO.

### Customs Duty on Wines

A NEW schedule of the rates of duty to be collected on wines upon importation into Colombia has been enacted and is to go into effect six months from the date of publication (i. e., June 14, 1912). There are certain changes in the rates of duty and in the customs regulations. (A copy of the new schedule is on file in the Bureau of Manufactures.)

THROUGHOUT the First Supervisorial District of Sonoma county the "wets" carried the election of May 6 by a very large majority. About ten important towns were involved. In all of these, excepting three, the majorities ranged from 50 to 75 per cent of the total vote and in the three exceptions the majorities in favor of the "drys" ranged from 1 to 3 per cent of the total vote. But the Board of Supervisors of Sonoma county is not susceptible. It shows a tendency to interpret the will of the minority as opposed to that of the majority by seeking to eliminate saloons wherever possible even when the people decided on having them. The board will not issue any new licenses in place of those which have been revoked. It will endeavor to reduce the number of saloons to a minimum without regard to the opinion of the community.

### A Clerical Bomb

Reverend O. H. L. Mason sprung a very gentle surprise on the good folks of Long Beach May 1 by announcing that he would advocate the establishment of a saloon in the town. For ten years Long Beach has been as dry as local option dryness can make it, which is not so very dry after all. The Reverend Mason has somehow discovered that the town is not all that it ought to be morally and he believes that it would be considerably improved if a saloon were established. The parishioners are somewhat inclined to believe that he may be in the right. It may not be long before the town will become wet with the wetness of the legalized sort instead of the contraband.

An anti-saloon petition is being circulated in Spreckels toward making the town a dry one and it is expected that it will be acted on at an early date.

Nine saloons will go out of business in Tehama county as result of the election of May 14. Most of the saloons are of the roadhouse variety.

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OF  
THE  
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665 MARKET STREET, Palace Hotel, Phone Sutter 1651  
Market Street Ferry Depot, Phone Kearny 4980  
1326 BROADWAY, Oakland, Phone Oakland 132

# The Review's Buyers' Directory

## CALIFORNIA WINES.

Geo. West & Son, Incorporated....Stockton, Cal.

California Wine Association.....  
.....180 Townsend St., San Francisco, Cal.

California Wineries and Distilleries .....  
Townsend and Fifth Sts., San Francisco, Cal.

Geo. Gier Co...575 Eighteenth St., Oakland, Cal.

Metmore-Bowen .....  
.....4244 Davis St., San Francisco, Cal.

Italian Vineyard Co.....  
.....1234 Palmetto St., Los Angeles, Cal.

Uapa & Sonoma Wine Co.....  
.....110 10th St., San Francisco, Cal.

Pierra Madre Vintage Co.....La Manda, Cal.

Finke's Widow .....  
.....809 Montgomery St., San Francisco, Cal.

H. H. Lancel Co.....  
.....549 Washington St., San Francisco, Cal.

Paul Masson Champagne Co..... San Jose, Cal.

Lachman & Jacobl .....  
.....706 Sansome St., San Francisco, Cal.

French American Wine Co.....  
.....1821-41 Harrison St., San Francisco, Cal.

Italian-Swiss Colony.....  
.....1235-67 Battery St., San Francisco, Cal.

Sacramento Valley Winery.....Sacramento, Cal.

Ciocca-Lombardi Wine Co.....San Francisco, Cal.

## CORDIALS, WINES, BRANDIES.

E. G. Lyons & Raas Co.....  
.....Folsom and Essex Sts., San Francisco, Cal.

The Rosenblatt Co.....  
.....300-332 Second St., San Francisco, Cal.

## BREWERS AND BREWERS' AGENTS.

John Wieland Brewery.....  
.....204 Second St., San Francisco, Cal.

Buffalo Brewing Co.....Sacramento, Cal.

Fred Krug Brewing Co.....Omaha, Nebraska

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

National Brewing Company .....  
.....762 Fulton St., San Francisco, Cal.

Albion Ale & Porter Brewery.....  
.....494 O'Farrell St., San Francisco, Cal.

Enterprise Brewing Co.....San Francisco, Cal.

Seattle Brewing & Malting Co.; Seattle, Wash.  
John Rapp & Son, Agents.  
..8th and Townsend Sts., San Francisco, Cal.

Sacramento Brewing Co.; Sacramento, Cal....  
G. B. Robbins, Manager,  
..14th and Harrison Sts., San Francisco, Cal.

## WHOLESALE LIQUOR DEALERS.

A. P. Hotaling & Co.....  
.....429 Jackson St., San Francisco, Cal.

Siebe Bros. & Plagermann.....  
.....430-34 Battery St., San Francisco, Cal.

Rusconi, Fisher & Co.....  
.....326 Jackson St., San Francisco, Cal.

Jas. Gibb.....1844 Geary St., San Francisco, Cal.

Sherwood & Sherwood .....  
.....41-47 Beale St., San Francisco, Cal.

The Jullus Levin Company .....  
.....987 Howard St., San Francisco, Cal.

Jesse Moore Hunt Co., .....  
Second and Howard Sts., San Francisco, Cal.

Cartan, McCarthy & Co.....  
..Battery and Com'l Sts., San Francisco, Cal.

William Wolff & Co.....  
.....52-58 Beale St., San Francisco, Cal.

Wichman, Lutgen & Co.....  
.....431-435 Clay St., San Francisco, Cal.

L. Taussig & Co.....  
.....200 Mission St., San Francisco, Cal.

George Delaporte .....  
.....820 Mission St., San Francisco, Cal.

## IMPORTERS.

Alex. D. Shaw & Co.....  
.....214 Front St., San Francisco, Cal.

Chas. Meniecke & Co.....  
.....314 Sacramento St., San Francisco, Cal.

W. A. Taylor & Co.....29 Broadway, N. Y.

Sherwood & Sherwood .....  
.....43 Beale St., San Francisco, Cal.

Wm. Wolff & Co.....  
.....52-58 Beale St., San Francisco, Cal.

L. Gandolfi & Co.....  
.....427-31 W. Broadway, New York

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

J. F. Plumel & Co.....  
.....63-65 Ellis St., San Francisco, Cal.

## TANKS, COOPERS, COPPERSMITHS, ETC.

Pacific Tank & Pipe Co....Wine and water  
tanks, boxes, irrigation pipe and pipe for  
water systems.  
318 Market St., San Francisco, Cal.; Equi-  
table Bank Bldg., Los Angeles, Cal.; Ken-  
ton Station, Portland, Oregon.

Geo. Windeler; wine and water tanks. ....  
.....431-441 Folsom St., San Francisco, Cal.

Oscar Krenz, Copper and Brass Works.....  
.....212-214 Fremont St., San Francisco, Cal.

Pacific Copper Works .....  
573 Mission St., San Francisco, Cal.

Sanders & Co's. Copper Works.....  
..Beale and Howard Sts., San Francisco, Cal.

## DISTILLERS.

Julius Kessler & Co....Hunter Bldg., Chicago, Ill.

Wm. Lanahan & Son.....Baltimore, Maryland

Hiram Walker & Sons.....Walkerville, Canada

E. H. Taylor Jr. & Sons.....Louisville, Ky.

Western Grain & Sugar Products Co.....  
.....110 Sutter St., San Francisco, Cal.

Kirby Distilling Co.....Fowler, Cal.

Bernheim Distilling Co.....Louisville, Ky.

## MISCELLANEOUS.

### INTERNAL REVENUE BROKERS.

F. E. Mayhew & Co.....  
.....510 Battery St., San Francisco, Cal.

### WINE PRESSES, CRUSHERS, ETC.

A. Rossi & Co..322 Broadway, San Francisco, Cal.

Toulouse & Delorieux Co.....  
.....405 Sixth St., San Francisco, Cal.

### BILLIARD AND POOL TABLES, BOX FIXTURES

Brunswick-Balke-Collender Co.....  
.....767-771 Mission St., San Francisco, Cal.

### WINE AND BREWERS' HOSE, ETC.

Goodyear Rubber Co.....  
.....589 Market St., San Francisco, Cal.

Gorham-Revere Rubber Co.....  
.....50-60 Fremont St., San Francisco, Cal.

## SURETIES.

U. S. Fidelity & Guaranty Co.....  
.....Nevada Bank Bldg., San Francisco, Cal

### WINE AND WATER PUMPS, ETC.

W. T. Garratt & Co.....  
.....299 Fremont St., San Francisco, Cal.

Woodin & Little..33-41 Fremont St., San Francisco

Simonds Machinery Co.....  
.....12-14 Natoma St., San Francisco, Cal.

## BOTTLE WRAPPERS, ETC.

Zellerbach Paper Co.....  
..Battery and Jackson Sts., San Francisco, Cal.

## BITTERS.

Lash Bitters Co.....  
.....1721 Mission St., San Francisco, Cal.

L. Gandolfi & Co.....  
.....427-31 West Broadway, New York

## Review Buyers' Directory, Continued

## CIGARS.

Boltz, Clymer & Co.....  
.....312 Clay St., San Francisco, Cal.

S. Bachman & Co.....  
Commercial & Front Sts., San Francisco, Cal.

## RETAILERS AND CAFES.

The Yellowstone .....  
.....22 Montgomery St., San Francisco, Cal.

Thos. J. Walsh & Co.....  
.....346 Pine St., San Francisco, Cal.

Jas. P. Dunne..1 Stockton St., San Francisco, Cal.

Chronicle Bar....6 Kearny St., San Francisco, Cal.

The Waldorf..648 Market St., San Francisco, Cal.

"Jellison's".....10 Third St., San Francisco, Cal.

Lake County House.....Middletown, Cal.

Matt Grimm's .....  
.....130 Liedesdorf St., San Francisco, Cal.

Bank Exchange .....  
Mont'y and Wash'ton Sts., San Francisco, Cal.

"The Cabin" .....  
.....105 Montgomery St., San Francisco, Cal.

Market Cafe..540 Merchant St., San Francisco, Cal.

James Raggi .....  
.....624 Montgomery St., San Francisco, Cal.

The Cutter ....709 Market St., San Francisco,

The Hoffman Cafe Co.....  
.....27 Second St., San Francisco,

W. F. Roeder's Cafe.....  
.....834 Market St., San Francisco,

Original Coppa's Restaurant .....  
453 Pine St., San Francisco,

Davis Buffet...272 Market St., San Francisco,

## FERTILIZERS.

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Alaska Commercial Bldg., San Francisco,

Pacific Bone Coal & Fertilizing Co.....  
.....617-619 Seventh St., San Francisco,

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# and the Retailer

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"The only Canadian Whisky that was not seized by the  
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We believe that **no** Canadian Whisky was seized on such grounds. Certainly CANADIAN CLUB WHISKY **never was**.

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President Taft decided, after a full review of the evidence and the history of Whisky, that it is not necessary that the noxious Fusel Oils should be left in Whisky.

Any persons who, to our knowledge, make false statements about our brand, either directly or indirectly, will do so at their peril.

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Made Pure — it  
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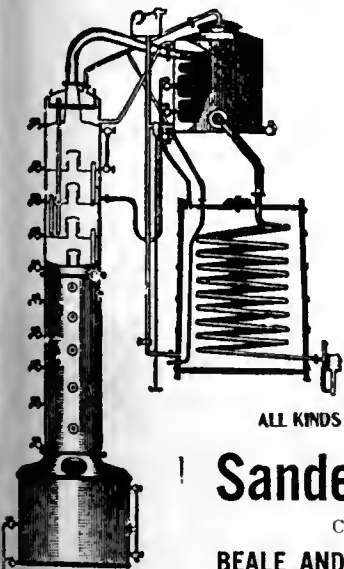
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# PACIFIC WINE & SPIRIT REVIEW

A WHOLESALER'S AND RETAILER'S MEDIUM

JOURNAL  
OF  
VINICULTURE

ESTABLISHED 1878

VOL. XLXIV.

SAN FRANCISCO AND LOS ANGELES, JUNE 30, 1912

No. 8



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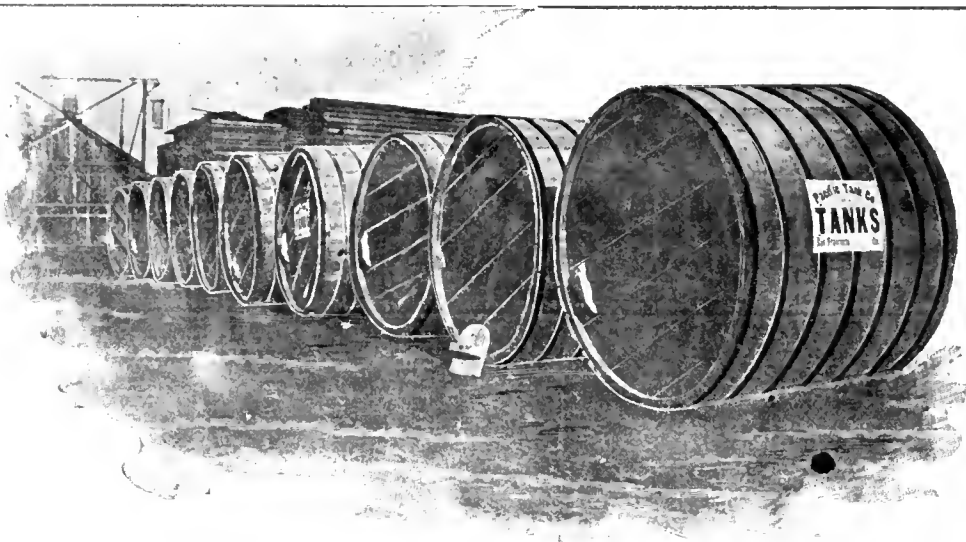


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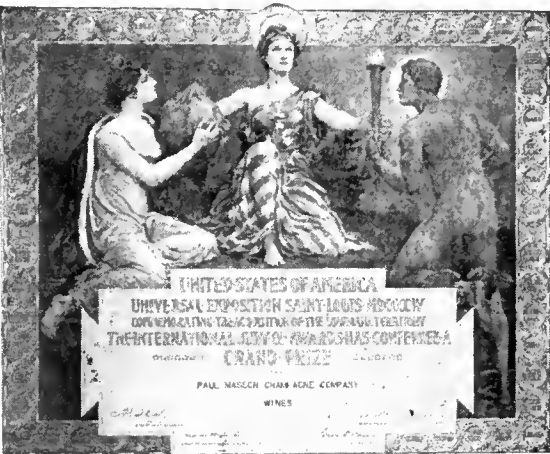
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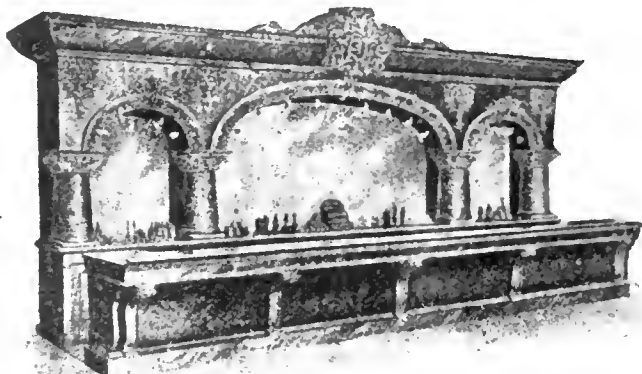
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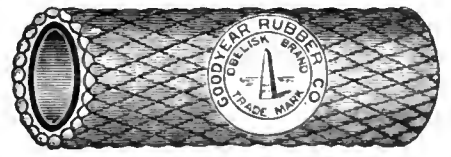
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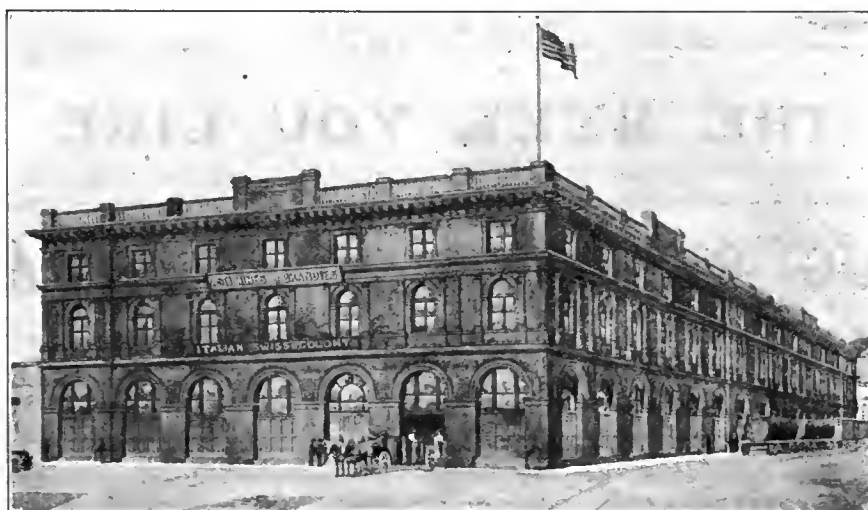
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Issued Monthly

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E. F. WOOD, - - - - SECRETARY

OFFICE: 127 MONTGOMERY STREET, SAN FRANCISCO.

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The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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## San Benito Vineyard Given Clean Bill

L. NOUGARET, the expert sent out by the U. S. Department of Agriculture to investigate the Phylloxera, or root louse, that has proven so destructive in some of the California grape growing regions, was in Hollister on Thursday and Friday, and while here paid a visit of inspection to the San Benito Vineyards and to some of the vineyards around San Juan to see if the vines were affected by this pest.

As a result of this visit the San Benito Vineyard not only has a certificate of health from the Department, but the expert pronounced the vines to be absolutely free from disease and all insect pests, giving his opinion that this wonderful condition is due to the peculiarities of the soil of the Gabilan foothills. Mr. Nougaret also corroborated the opinion rendered by the Bureau of Soils in 1900, when, following the award of the silver medal to San Benito Vineyard for best Sauternes and Rieslings shown at the Paris International Exposition, the government asked for samples of soil from the vineyard, and after a thorough analysis, pronounced it the best in the world for growing wine grapes.

In view of the fact that the original vines planted in the San Benito Vineyard in 1858 came from Napa, and from infected stock, the vineyard's freedom from disease and plant pests would show that the soil possesses some quality that prevents infection of this character.

The first thirty acres of vines in the San Benito Vineyard, were planted by Theophile Vaca in 1858, and Mr. Vaca conducted the winery until 1883, when William Palmtag purchased the property and business. In 1884 Mr. Palmtag planted an additional 100 acres, while there are now 250 acres of the best wine grapes growing on the place, and this acreage is gradually increasing as the demand for the wine increases.

A few years ago the property was taken over by the San Benito Vineyards Company, a corporation, of which J. Dickinson is president and Capt. St. Hubert, secretary, and the name changed from the "Palmtag Vineyard" to the San Benito Vineyards Company. During the past two years the market for the fine Sauternes, Burgundies, Zinfandels, Rieslings, Cabarets and light clarets has grown so rapidly that about 100,000 gallons of these wines are now being sold annually, and this year the shipments to New York importers alone will reach the total of 80,000 gallons.

The creation of this demand among the eastern importers is a feat worthy of especial mention, as California wines could not be sold in the eastern cities a few years ago, and all wines consumed were imported from Europe. The San Benito Vineyards Company succeeded in having the wines tried by some of the large importers, and their excellence created a ready demand.

There are thousands of acres of land in the foothills of the Gabilans where wine grapes can be grown to the greatest success, and the next few years will undoubtedly find this industry among the most important in the county.—*Hollister Free Lance*, June 12, 1912.

## Per Capita Consumption of All Liquors

IN 1900 the total per capita of malt and spirituous liquors consumed in the United States, was 17.76 gallons. From that time it rose to 19.85 gallons in 1905; to 22.79 gallons in 1907; reaching its highest point. In 1908 it fell to 22.22 gallons, to 21.06 in 1909, rising since to 22.79 gallons in 1911.

## LOS ANGELES DEPARTMENT

**L**OS ANGELES, June 23.—The trade is now just in the midst of the quiet season, neither "hay" nor "grass." The influx of summer visitors from the desert sections has not yet set in and the farmers from the interior valleys have not yet harvested their crops. Business will continue to be quiet until the first of August, when a very satisfactory improvement is looked for. Locally the cafes all seem to be doing a good business though not up to the volume of the winter months.

The principal topic of interest among the retail trade just now is the free lunch question which is creating quite a division in the ranks. Some of the cafes have expressed their desires to the City Council for an ordinance forbidding the setting out of a lunch of any kind, others, and apparently the majority, are in favor of the continuance of the practice. The W. C. T. U. and the Church Federation seeing what they believe to be a chance to smite the traffic an upper cut, have taken up the question and have sent their delegations before the council to enter protest against the serving of lunches. Between the arguments of those for and those against the measure, the city fathers are at sea and have several times postponed the matter, which is now scheduled to come up before them on Thursday, the 27th, at which time some action will probably be taken. The trade appears to be about evenly divided on the question, those who have been setting up an expensive spread, being in favor of its abolition, while the "hot dog" and the cracker and cheese contingent favor its further continuance and the average patron of the saloons is prepared to set up a yell if there is no longer a tempting bite spread for his delectation between drinks.

The wine trade is moving along quietly with only a normal business being done. More or less shipping to Eastern centers is going on, in the process of unloading the cellars for the coming vintage. Indications at the present time point to a very favorable crop the vines in this section having a good set for a crop and if favorable weather conditions prevail there will be fully the average crop to harvest when vintage time comes around.

Many of the trade are taking advantage of the quiet season to hie away to the seashore or the mountains for a few days' vacation and many familiar faces among the trade are absent at the present time.

Adolph Becker, head of the firm of Becker Bros., owners of the Waldorf Cafes of Los Angeles and San Francisco, and the Stag Saloon of San Diego, had a very narrow escape from death this month. He visited his ranch in the Imperial Valley, leaving Los Angeles in an automobile, via San Diego. On the return trip he, with his wife and friend and chauffeur, left his Imperial Valley ranch at 3 a. m. for San Diego on his return trip to this city. The gasoline tank was low and they expected to replenish it at El Centro but the garage manager refused to get up to wait on them and they decided to take a chance and go on, the chauffeur believing they had enough to carry them through to the next garage. Nine miles from Coyote Wells the gas gave out. They had not taken any water with them and in a short while the whole party were suffering from heat and thirst. Adolph started ahead to find help and finally reached a waterhole where he drank what proved to be arsenical water. Finally help was obtained and the party was taken to San Diego where Adolph was confined to his bed for a week from the effects of the arsenical poison. Adolph is now wise to the

dangers of the desert and vows he will carry a drum of gasoline and a water barrel along on his next trip.

The house of Joseph Melzer & Co. has secured the Southern California agency of the Grand Highland Liquor Scotch Whisky, distilled by Jas. Munro & Sons, Ltd., Inverness, Scotland. This is undoubtedly one of the finest Scotch Whiskies made and it has made a big hit with the finest bars and clubs here.

Kiefer & Co., the Main-street wholesale liquor dealers, are forced to vacate their present store and are having all kinds of difficulty in securing a new location. At the present time they have three applications filed for licenses at different locations but have not yet secured the coveted permit.

The Forest Reserve Department recently set aside a tract of land in a picturesque spot on the Big Santa Anita and is renting lots at \$15 per year to those desiring a summer home in the mountains. One of the first to avail himself of this privilege was W. H. Ahrens, for years the buyer and cellar master of Jos. Melzer & Co. Billy is now trying to decide the merits of various methods of house construction suitable for his lot, so has got it down to a corrugated iron or a tent house and threatens to toss up a quarter to decide which to take.

Joe Melzer and wife held a little family reunion last week in celebration of their silver wedding and this week are moving into their new \$25,000 house in the Wilshire district, which has just been completed.

Councilman Topham, who seems to have acquired a permanent grouse against the liquor trade and who never misses a chance to embarrass the dealers, has now brought up an amendment to the liquor ordinances, so that owners of property upon which saloons are located may not be permitted to sign a protest against additional saloons in certain blocks, giving his reasons: "that we must break up the control of breweries and real estate men over the saloons."

Eddie Maier of the Maier Brewery was the host, Sunday, the 23d, to 200 Ventura County Elks, up at his Rancho Selecto, in Ventura County; the occasion being the annual picnic of the Elks of Ventura County. A big barbecue was held and a general good time was provided by this prince of hosts.

The Police Commission turned down applications for liquor permits on East Fifth Street, near San Pedro and one on Second street between Hill and Broadway, because of petitions against their being granted being filed with the Commission. There is an apparent tendency to curtail the liquor zone shown by the opposition that comes up against the granting of applications lately.

Joseph Foulke, a Long Beach druggist, was found guilty of violating the liquor ordinances of that prohibition burg after a jury trial this week. As this is his second offense he will in all probability lose his druggists' permit.

Fred Kruger, the business manager of the Waldorf Cafe, of this city, will shortly after the first of the month take a vaca-



tion, going north to his old home, Seattle, where he will remain for a week or more among his old friends. He will then stop off at San Francisco, where he will take "Billy" Roop's shift at the Waldorf Cafe, Billy coming south for a few weeks. The frequenters of the Waldorf here will miss Fred, who has made many friends for himself and the house during his management.

Maury Summerfield, well known to the trade of the Coast, has become the Southern California representative of the Meadville, Pennsylvania, Distilling Company, is meeting with good success in placing their goods with the trade despite this being the off season.

The application of Guiseppa Fea, of The Palms, for a winery license was opposed by a delegation of citizens from that burg, who stated to the Board of Supervisors that there were already eight winery licenses granted there, more than sufficient to take care of the grapes in that neighborhood. The Board took the case under advisement.

### The Chamber of Commerce at Winehaven

AN excursion to Winehaven on June 19th was participated in by 100 members of the San Francisco Chamber of Commerce. Vice-President H. H. Allen headed the party. He was assisted by Andrew Carrigan, chairman of the trade extension committee of the chamber, and Executive Secretary L. M. King. Before leaving Richmond for Winehaven, the party visited the 50 distilleries and called upon several merchants of the industrial center of the east bay shore. The party left San Francisco on the 8:40 boat in the morning, arrived at Richmond at 9:40 and took a special train for Winehaven in time for the midday luncheon.

The luncheon served at Winehaven was a sumptuous affair and was tendered by the California Wine Association, the secretary of which, Mr. William Hansen, acted as the host on the occasion. Various beverages manufactured or produced at the Calwa plant were tried by the members of the delegation.

Among the speakers at the luncheon were H. H. Allen, Andrew Carrigan, Mayor J. C. Owens of Richmond, William Hansen, B. Schapiro and Thomas Hays. After the luncheon the party was taken through the winery and cellars by Mr. Hansen and much surprise was expressed at the immensity of the plant in which about 1,250,000 gallons of wine are stored.

Before leaving Winehaven the members of the party extended a vote of thanks to the California Wine Association and to the merchants of Richmond for the hospitality that had been extended.

### Freight Rate on Wine Cut

THE Interstate Commerce Commission has handed down a decision in the case of the Galveston Commercial Association and others against the Galveston, Harrisburg and San Antonio and other railroads, holding that the rate of 80c per 100 pounds on bottles of wine in less than carloads shipped in cases from Galveston, Tex., to New Orleans, La., is unreasonable to the extent that it exceeds the rate contemporaneously maintained in the opposite direction. At present the roads have a rate of 46c per 100 lbs. on similar shipments in the opposite direction, which rate is ordered to be established from Galveston to New Orleans by July 15. The decision of the commission stated that the only defense put up by the railroads was that they would be willing to put in the lower rate could they be assured that there would be any appreciable movement under such a rate.

### Wine Tank Cars Make Record Run

A GREAT change in transporting wines has been brought about through the recent organization of the California Dispatch Line by Stockton people who are interested in building up the resources of this section, and it is now possible to ship wine in train loads direct to New York and deliver the goods to buyers in any quantity.

The first shipment of wine in tank cars to leave California went forward from Stockton May 20th. It was the initial shipment made by the California Dispatch Line. The shipment consisted of six cars of 6500 gallons each from El Pinal Winery, George West & Son, Incorporated, and was consigned to Sonoma Wine & Brandy Company, New York City. Although tank cars have been used in local shipments for many years a rate for eastern shipment has only recently been published, May 20th being the first day upon which this rate became effective.

The cars used are owned by the California Dispatch Line, and to handle the California crops, if this method of shipment becomes popular, winemakers will have to own 1000 or more cars. Only about 50 cars will be provided at present for such shipments to eastern and southern states until the advantages of this method of transportation are fully demonstrated. The cars are of several descriptions, some containing six or eight separate tanks, so that several varieties of wine may be shipped in one car; while others contain one tank, or two tanks in each car. The regulations of the interstate commerce commission require that the cars be privately owned, which necessarily calls for a very large investment on the part of the winemakers.

LATER:—The six tank cars of wine shipped from Stockton on May 20th by California Dispatch Line to New York passed Ogden May 23d, Council Bluffs May 27th, Chicago May 29th and arrived in New York City on the evening of May 31st. The cars were shipped over the lines of the Southern Pacific, Union Pacific, Chicago & Northwestern, Lake Shore & Michigan Southern, and New York Central lines.

The breaking of the record on the first movement of these cars was something not expected by the California Dispatch Line people and has certainly started the new company off with honors. Great credit is due the Southern Pacific, because it was through the influence of their officials that the eastern lines took such interest in the movement of these tank cars.

### Delegates for the Prohibition Convention

DELEGATES to the Prohibition convention which is to be held in Atlantic City, New Jersey, commencing July 10th, are beginning to leave California for the East. Rates have been made for them over all the railroad lines. Special trains will be available from Chicago after July 7th. Special cars attached to regular trains will be at the disposition of parties of more than 18 out of Los Angeles after July 3. Round trip tickets will be good for 30 days.

### "The Lesser Evil"

LAWYER (cross-examining)—Isn't your husband a burglar? Witness—Yes.

Lawyer—And didn't you know he was a burglar when you married him?

Witness—I did, but I was getting a little old, and I had to choose between a burglar and a lawyer, so what could I do?—*Boston Transcript.*

## Eighth International Congress Applied Chemistry

THIS most important congress, having had tri-annual sessions in every capital of the Old World during its existence of twenty-four years, will hold its next session in the United States, by formal invitation of His Excellency the President, and a joint resolution of the United States Congress in Washington and New York, September, 1912. We may expect to see gathered at this meeting all the most distinguished and illustrious scientists from every part of the world. One of the most important sections is known as Section VIIb—Fermentation, the labors of which will be devoted to a comprehensive and systematic review of the progress that has been made in all branches of industry in which fermentation plays a part, such as the culture of yeast and other organisms, the manufacture of malt, brewing, distilling, wine making, cider making and baking. The general committee of the congress is composed of the best known brewers and technologists in the United States. The membership fee for the Congress is five (\$5) dollars, and checks for that amount may be sent to the treasurer, William J. Matheson, 182 Front street, New York City.

All those connected in any way with the fermentation industries are eligible for membership, and may attend all the meetings, join in all the discussions, and receive the published journal of all the transactions, which will form volumes of inestimable value. The following papers have thus far been received for the Section of Fermentation, and a large number of others are expected to follow, especially from foreign countries:

### SECTION VIIb—FERMENTATION.

William B. Alwood, Charlottesville, Va.—“Studies on the Chemistry of Pure Wines from American Native Grapes”; “Studies on the Composition of American Grapes and Apples.”

Frederick T. Bioletti, University of California, Berkeley, Cal.—“Sulphurous Acid in Wine Making.”

A. M. Breckler, the Sunnybrook Distillery Company, Louisville, Ky.—“Separation and Identification of Some Substances Causing the Characteristic Taste of American Whisky.”

Alfred Chaston Chapman, F. I. C., 8 Duke Street, Aldgate, London, E. C., England—“Some Practical Experiences of the Application of the Mash-Filter to the Production of Infusion and Top-Fermentation Beers.”

C. A. Crampton, 617 Evans Building, Washington, D. C.—“The Use of Tax-Free (Denatured) Alcohol in the United States.”

David Chidlow, 16 East Thirty-third Street, New York City—“Influence of Yeast Type Upon the Formation of Enzymes in Bread Making.”

George Defren, 210 Winthrop Road, Brookline, Mass.—“Notes on the Relation of Optional Rotation and the Fermentation of Saccharomyces Cerevisiae of Acid-Converted Starch Products.”

Alfred Fischer, Hantke Brewing School, Milwaukee, Wis.—“Comparative Value of the Constituents of Hops of Different Origin.”

Gustave Goob, the Wahl-Henius Institute of Fermentology, 1135 Fullerton Avenue, Chicago, Ill.—“Metal Turbidities.”

Max Henius, Ph. D., the Wahl-Henius Institute of Fermentology, 1135 Fullerton Avenue, Chicago, Ill.—“Brewery Losses from Copper to Racking Bench.”

Henry A. Kobman, 3519 Fifth Avenue, Pittsburgh, Pa.—“The Relation of the Acidity of Dough to Its Maturity and the Bread Produced.”

Prof. Dr. Paul Lindner, Institut fuer Gaerungsgewerbe, Berlin, N. 65, Germany—“Vergleichende Versuche ueber die Wirkung verschiedener Hefen auf die Hopfenbestandteile der Bierwuerze.”

Arvid Nilson, the Wahl-Henius Institute of Fermentology, 1135 Fullerton Avenue, Chicago, Ill.—“The Waste of Hops in Brewing.”

G. A. Nowack, the Wahl-Henius Institute of Fermentology, 1135 Fullerton Avenue, Chicago, Ill.—“Materials Used in the Manufacture of Filtermass.”

Nils C. Ortvad, care of Messrs. Hiram Walker & Sons, Walkerville, Ont., Canada—“Application of Taka-Koji in Distilleries.”

Carl Rach, Ph. D., Smith Terrace, Stapleton, S. I., N. Y.—“How to Insure the Correct Type of Brewers' Extract.”

Carl Rebtschek, the F. S. Brewers' Academy, 200 Worth Street, New York City—“Use of the Polaroscope in Brewers' Laboratories.”

P. C. Rossi, Italian-Swiss Colony, San Francisco, Cal.—“The Viticultural Industry of California, and the Manufacture of Its Wines.”

O. Roewade, the Wahl-Henius Institute of Fermentology, 1135 Fullerton Avenue, Chicago, Ill.—“The Amylolytic Enzymes of Malt.”

Emil Schlichting, the National Brewers' Academy, 402 West Twenty-third Street, New York City—“Relation of the Reducing Power to the Fermentation Capacity of Various Carbo-hydrates.”

Theodore Sedlmayr, Ph. D., 51 Traders Building, Chicago, Ill.—“The Scientific Control of Malting Operations.”

J. E. Siebel, Ph. D., the Zymotechnic Institute, 960 Montana Street, Chicago, Ill.—“Are Alkaline Carbonates Nutrients in a Qualified Sense?”

F. P. Siebel, Ph. G., the Zymotechnic Institute, 960 Montana Street, Chicago, Ill.—“Inorganic Colloids for Clarifying Liquids.”

W. L. Strauss, Lombard and Seventh Streets, Baltimore, Md.—“The Growth and Development of the Bottling Beer Industry of the United States.”

Lee J. Vance, 302 Broadway, New York City—“Some Characteristics of American Wines.”

A. J. J. Vandevelde, No. 20 Houtbriël, Gand, Belgium—“On Symbiotic Life of Yeast Races.”

Robert Wahl, Ph. D., the Wahl-Henius Institute of Fermentology, 1135 Fullerton Avenue, Chicago, Ill.—“The Enzymes of Malt.”

Charles Wiedemann, the George Wiedemann Brewing Company, Newport, Ky.—“Application of Science to the Art of Brewing.”

Hjalmar Winther, Bacteriologist, the National Brewers' Academy, 402 West Twenty-third Street, New York City—“The Bacillus Viscosus and Its Action on American Beer and Ale Worts Before, During and After Their Alcoholic Fermentation.”

Francis Wyatt, the National Brewers' Academy, 402 West Twenty-third Street, New York City—“The Composition of Brewers' Extract, from the Standpoints of Chemistry and Biology”; “Some Inconsistencies in the United States Standards for Malt Vinegar.”

Wyatt, Schlichting, Winther, the National Brewers' Academy, 402 West Twenty-third Street, New York City—“Recent Progress in the Study of Yeasts and Fermentation.”

All papers or communications for the congress should be in the hands of the president of Section VI b not later than June 30th. They should be typewritten in duplicate, and accompanied by an abstract, also in duplicate. They should not be rolled or folded, but should be sent through the mails flat, addressed to Francis Wyatt, 402 West 23rd Street, New York City.

## Stop Label Imitation

IMITATION of a label, trade-mark, design, advertisement, or firm name is made a penal offense in a bill introduced in Congress by Representative Mott, of New Jersey. The measure was drafted by Francis E. Hamilton, General Counsel to the Wine and Spirit Traders' Society of the United States. It is designed to put a stop to unfair competitive methods resorted to by manufacturers of all kinds of merchandise who illegitimately adopt the names and labels of goods of established reputation for use in their business. Following is the text of the bill:

It shall not be lawful for any person to knowingly make, draw, paint, design, engrave, color, print, lithograph, photograph, copy, execute or create in any manner whatsoever, or to cause or procure to be so made, drawn, painted, designed, engraved, colored, printed, lithographed, photographed, copied, executed or created, in any manner whatsoever, or to purchase or have in possession, to exhibit or to utter, issue, distribute, circulate, deliver, sell or use in any manner any business card, trade-mark, label, firm name, design, picture, wrapper, paper, advertisement, or any device whatsoever, or the plates, dies, stones, forms, negatives or designs therefor in colorable likeness, similitude, shape, design or wording of any known existing card, trade-mark, firm name, label, design, picture, wrapper, paper, advertisement or device whatsoever, except only under authority of a written and signed order duly and legally executed by the individual, firm, copartnership, corporation, association, or body legally owning or possessing said card, trade-mark, label, firm name, design, picture, wrapper, paper, advertisement or device, or who has publicly used the same for a period of time not less than twelve months. Whoever shall violate any provision of this section shall for the first offense be fined not more than five hundred (\$500) dollars nor less than one hundred (\$100) dollars; and for a second offense shall be fined not more than one thousand (\$1000) dollars nor less than five hundred (\$500) dollars, or imprisoned not more than six months, or both.

Should Congress enact this law an effort will be made to have it passed by the various State Legislatures. Such a measure would be of great value to the California wine industry.

## Dr. Jordan's Unwise Remarks

**D**URING the campaign preceding the Local Option election in Santa Clara County, June 20th, Dr. David Starr Jordan, resident of Stanford University, delivered some speeches which attracted attention because of the many inaccuracies contained in them.

In reference to "blind pigs" the doctor said "There are blind pigs where drink can be obtained, but it is better to sell it in this way, where children can know nothing about it, than in the open." Later on he argues: "A man under the restraint of liquor will throw off all his restraint and reveal his lowest tendencies and eventually only the lowest part of his nature is left. Alcohol affects the most important part of man and the finest piece of organism in the world—the brain." It is hard to reconcile these two statements. The question presents itself thus: Is what the child sees of more importance than what the man drinks? If it is, another question comes forth, namely, does the child see more of what passes in a "blind pig" than what passes in a licensed saloon? To the second question the answer is: Yes, the child sees more of what passes in the "blind pig" than what passes in the licensed saloon for the very reason that those who patronize the "blind pig" must drink liquors which cause them to throw off all restraint and show themselves at their worst. In the "blind pig" the drinker must accept without protest any concoction offered to him. Most of the concoctions are made on the premises. All of the concoctions are more highly charged with alcohol than any liquors sold in licensed places and for that reason the finest organism in the world—the brain—is adversely affected. All that the child can see in connection with a "blind pig" or a licensed saloon is what passes outside it and, hence, it will see the man with all restraint thrown off more frequently outside the "blind pig" than outside the licensed saloon. There is, therefore, no reason whatever in Doctor Jordan's argument. If his way were to be followed neither the sight of the child nor the brain of the man could be protected.

Doctor Jordan points out the evils due to alcoholism. He does not seem to be able to understand that the licensed saloon system protects the saloon-keeper from the corruptible police. Without the system the corrupted policemen would protect the "blind pig" operators and the patrons of the "blind pig" would be at the mercy of the operators and without the protection of the police. Through the no license system the partnership of the "blind pig" operator and the police is set up to the undoing of those who will drink in spite of all arguments to the contrary. The license system simply separates the saloon-keeper from the corrupt policeman. It prevents the undoing of drinkers through "whisky" and "brandy" made on the premises. Liquors with the least alcohol in them are those sold by the licensed saloons. To do away with the evils of alcoholism it is necessary, therefore, to regulate the liquor traffic through the elimination of the clandestine dealer.

The opinions of Doctor Jordan as to the deleterious effect of alcohol on the human system are not altogether based on facts. It may be quite true that the use of alcohol brings about premature old age, but it has been thoroughly proven that the use of wine at meals prolongs life. French scientists have demonstrated that the human being who drinks water only at meals lives ten years less than the human being who drinks water and wine. This is due to the fact that the germs of typhoid fever, tuberculosis and several other diseases are destroyed in a solution of wine and water in the proportion of one part of the former to two parts of the latter while they are preserved in pure water.

Why the doctor should refer to the mortality in France as an argument is not easily understood. He says "There are more deaths from alcoholism in France than in any other country and that is because the people take the drinks that contain so much alcohol." If the PACIFIC WINE AND SPIRIT REVIEW were inclined to answer this argument superficially it would simply say: "There are less deaths in France from want and poverty than in any other country, because the people are the most provident in the world." This would make it appear as though alcoholism and prosperity go hand in hand. But it is unsatisfactory to cite any particular people in an argument. For this reason it might be better to explain that there are more deaths from alcoholism in France for other reasons than those stated by Doctor Jordan. France is and always has been the greatest liquor producing nation and she has never had prohibition because she has never felt the need of it. Until the prohibition movement started in Europe France was the nation where the least alcoholism was to be found. Everybody drank but nobody became drunk. For this reason the prohibition movement found little encouragement. It was but natural that as the prohibition movement swept over England, Germany and other countries that France should become conspicuous as the leading drinker among nations. But the drink habit is no stronger among the French now than it was 30 years ago. The same may be said of the prohibition habit. When the other nations which have found it necessary to prohibit are cured of their tendency to excessive alcoholism they will follow on the line with France. They will drink to their health, wealth and prosperity.

### Comparing Food Bill and Drink Bill

**A**CCORDING to the statements in the *American Grocer* in 1908 the amount of money spent by the American people in 1907 for "drink" was \$1,466,584,327. To this is added for coffee, tea and cocoa enough to make the total \$1,698,085,444. The figures are based upon "ordinary retail prices." Let us go back to the figures of the United States Census for 1905. The total value of the products under the head of "liquors and beverages" is there given at \$501,266,605. If we add to this an increase of 20 per cent, for two years in order to bring it down to 1907—which is certainly a liberal allowance—we should have about \$600,000,000. If the retail price is \$1,466,000,000, the figures in the Census report must be the value at the factory, as it is only little more than one-third of the retail value above given. If a factory value of \$600,000,000 corresponds to a retail value of \$1,466,000,000, then for the year 1905 the factory value of \$500,000,000 corresponds to a retail value of almost \$1,220,000,000. All these figures, of course, are rough.

Now, under the head of "food and kindred products," the Census for 1905 states the total value of the products at \$2,845,234,900. That is the factory value. Allow 20 per cent of this for exportations, which is a liberal figure. That will leave for home consumption \$2,276,187,920.

Figuring the retail value at the same ratio as above for liquors and beverages, the food products that went into home consumption in 1905 represented a value of \$5,561,000,000, while the liquors and beverages represented \$1,220,000,000. But the nation's "food bill" thus amounted, in 1905, to the enormous total of \$5,561,000,000, or more than 4½ times as much as the "Nation's drink bill."—*American Brewers' Review*.

Should your dealer not carry LYONS' PERFECTION BLACKBERRY CORDIAL we will be pleased to submit samples and prices on application.

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# PHIZES

**FIFTH SERIES; BUILDERS OF CALIFORNIA'S GREAT WINE INDUSTRY AND THOSE AFFILIATED THEREWITH. NEXT GROUP JULY ISSUE.**



**Calhoun Lee La Rue**

**C**ALHOUN LEE LA RUE was born in Colusa, Colusa County, California, January 30, 1862. He was educated in the public schools and the State University, taking a course in agriculture, horticulture and viticulture in the latter, and being of the class of 1883. In 1885 Mr. La Rue entered the business of wine-grape growing at Yountville, Napa County, where he planted the first resistant vineyard in the spring of 1886. Mr. La Rue's father was a pioneer of '49 and followed horticulture and agriculture to the time of his death, owning in the '60s the finest peach orchard in the State and installing upon it one of the earliest distilleries for the making of peach brandy. It was with him that the son entered the viticultural business, forming the firm of H. M. La Rue & Sons, of which the father was the head. Mr. Calhoun Lee La Rue was a pioneer in the resistant vine business in the Napa Valley. He successfully passed through the experimental stage and now has a vineyard of 140 acres, in Napa, in thrifty resistant vines. During the years 1902-03-04-05 he planted a vineyard of 120 acres, in Yolo County, in resistant stock. This is all in fine producing condition. Mr. La Rue has great interest in viticultural matters. He has served one term as State Senator from Lake and Napa counties. His place of residence is the Hotel Bellevue in San Francisco.

## New Ruling for Wine Shipments

**T**HE Interstate Commerce Commission on May 29 decided that shipments of wine and brandy moving in the same car but under separate bills of lading cannot be treated as mixed carload shipments under the Western freight classification.

## Sonoma County Notes of Interest

**T**HE Good Government League of Healdsburg has drafted a new ordinance to regulate saloon business. It proposes to increase the license tax to \$400 per year. Frosted windows will not be permitted in saloons, card playing will be eliminated and saloons must have plain glass fronts.

Agostini & Destruel, of Healdsburg, will add a new building to their property on Hayden street. It will be used as a warehouse for wines.

On the 13th of June the Marietta winery, located in Oak valley, one mile above the "Old Homestead," at Cloverdale, was completely destroyed by fire. All the cooperage and some old vintage were destroyed. The entire output of last season had been shipped. The winery was closed at the time of the fire and the cause is a mystery. Mr. W. D. Sink, the owner, reports the loss as amounting to about \$10,000, partly insured.

Improvements are being made at the winery at Sebastopol, under the management of G. Mentatsti. When these are completed the plant will be a very up-to-date one and will be capable of handling a large volume of business.

Supervisory District No. 2, Sonoma County, went dry June 11 by a vote of 1636 against 1196. In consequence, the Board of Supervisors on the 17th passed a resolution to the effect that within 90 days after the election, all licenses for the sale of intoxicating liquors shall terminate in the district. About a dozen bars outside the incorporated towns of Petaluma and Sebastopol, including those in roadhouses, will go out of business.

A new liquor ordinance will go into effect in Sonoma City July 10th. No licenses will be granted except to American citizens. The fee will be \$40 per quarter. Women will not be permitted to enter places where liquor is sold, excepting relatives of the proprietors. Licenses are revokable at the discretion of the Supervisors.

The new county retail liquor license ordinance, which will go into effect in July will provide that no more saloon licenses be issued in Sonoma County excepting to bonafide hotels. No females will be allowed in bars or other places where liquor is dispensed. Bars must be closed at midnight and when so closed there must be no lights left within. There are many other requirements which will make the ordinance more strict than any other ordinance ever passed in the county by the Board of Supervisors.

## Chicago Beer to Cost More

**O**N the first of June the wholesale price of beer was increased 50 cents per barrel in Chicago. This makes the third increase in the course of eight months. Reasons for making the increase are ascribed to the increase in the price of barley and malt. Retailers will not increase the price per glass.

**Insist upon Lyons' Perfection Blackberry Cordial. The best on the market. Used for medicinal purposes only.**

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## The Webb Bill Ably Discussed

MR. EDWARD F. FLEMING, editor of the *National Herald*, appeared before the Sub-Committee on Judiciary in opposition to the Webb Bill, and made an argument which is considered by those who heard it, one of the best which has yet been advanced. Mr. Fleming covered every possible phase of the case. We quote a few extracts from his speech:

\* \* \* The question, therefore, may be classed as one of the most important of national issues: no other question now pending so directly affects the rights and liberty of the people, and one upon the proper solution of which largely depends the integrity of the Constitution and the good repute of the Republic.

Our statesmen, such as yourselves, and politicians, doubtless have opinions on this subject, as they are presumed to have on all matters of public import, but for obvious reasons they are, with few exceptions, conspicuously averse to making them known.

There is another class of public men, however, who, from their education, their vocation and their general experience and habits of thought, may well be supposed to be the least qualified of all men to expound the question fairly and correctly. I have a profound respect for the Christian ministry, but there are preachers of certain religious sects who make a fetishism of total abstinence. They, as a class, are least likely to understand the question, since an understanding of it implies not only a knowledge of the fundamental principles of the common law, a knowledge of the just relation that should be maintained between necessary legal restrictions and the fullest possible measure of individual liberty, and a knowledge of the true function of the civil law in respect to religion and morality; but it also requires a comprehensive, first-hand knowledge of human nature, and a due appreciation of the practical objections and difficulties that hamper the enforcement of a law which a large part of the people believe to be unjust, and which they will not obey. And these preachers, gentlemen, are not so reticent as our politicians. On the contrary, they freely proclaim their opinions, if not from the housetops, at least from pulpits and rostrums, in the magazines and daily press, wherever and whenever, in short, an opportunity offers; and it may be said that they lack the inclination or ability to treat the subject with perfect fairness to those most concerned. Since their opinions and advice, however, spring from prejudice and misconception, and as they are asking for the passage of this bill, you should at least be careful to analyze their intent and purpose; its very language shows it to be the intent and purpose of those behind this bill to harass and annoy the wine, spirit and beer trade, and as well to annoy the users of alcoholic liquors by making it impossible to buy or have it shipped to them in prohibition States. \* \* \*

\* \* \* It concerns every resident of the United States, and every citizen of the United States who truly appreciates the blessings of liberty, the liberty to regulate his purely personal affairs, his individual conduct according to his own will and conscience so long as his conduct does not injure the general community or interfere with the rights of others. Therefore, I am here as one of that great majority of citizens so affected, to protest against a bill sought by so small a minority whose clamor seeks the passage of this bill only to obtain the legal right to further annul those privileges by harassing and annoying under the guise of search and seizure laws. Notwithstanding the statement of Mr. Webb when he declared before you that: "I believe, furthermore, that the people interested in the liquor traffic—that is, the brewers and liquor dealers—would hardly have the face to come before this committee and oppose the bill because, it seems to me, when he does he puts himself in league with the 'blind tiger,' etc.," the proposition is so repugnant to American tradition, American ideas and ideals, American laws, customs and theories of government that one finds it difficult to believe that eminent lawmakers, qualified statesmen, such as Mr. Webb, and others of this Congress, would support such a bill and by their support defame their country by maintaining that prohibitory liquor laws are necessary for the protection of the American people. \* \* \*

\* \* \* The right of individual opinion and action with individual responsibility, is the vital element of religion and liberty. Without it neither religion nor liberty can exist, and a country where the law deprives the people of this essential and distinctive right of conscience is not a free country. The result is the same whether our rights are taken away, and our properties destroyed without redress; whether or not it is done by a Congress of 500 or a majority of 1,000 or by the will of a single tyrant. That tyranny of majorities is at times worse than the tyranny of a single potentate, history is replete. \* \* \*

\* \* \* The enactment and enforcement, or attempted enforcement, of prohibitory laws in various States of the Union is an achievement which

reflects no credit upon the intelligence and patriotism of the American people.

It is a stigma upon the Republic, but the laws are a violation of the basic principles of constitutional government, a ruthless trampling upon the sacred rights of the minority by a factional majority, and people do not respect them. And whether these laws are to be attributed to the persistent preaching of false doctrines, or to the misdirected efforts of well-meaning enthusiasts to reform the morals of the United States by legislative enactment, they are equally unjust and in conflict with the provisions of the Federal Constitution.

### Notes from Northern California

RED BLUFF, Tehama County, saloon men have petitioned for permission to operate until July 8, or eight days after the date set for closing. A local license election is to take place on the 8th. To remain open the eight days the petitioner must pay a government license of \$25 as well as a city license which is refundable pro rata for the time.

At the local option election held at Alturas, Modoc county, May 28, voters decided in favor of liquor license by 216 against 181. Women participated actively in the contest. It was their first chance to vote under the new law and they took full advantage of the opportunity. Both parties are satisfied with the result. The "drys" expected that the majority against them would be much larger.

Saloonmen of Redding are steadily making alterations to their places of business to conform with the new regulations which are not effective until July 1. The increase of the license tax to \$300 a year payable in advance and the requirement of a bond of \$1000 are expected to force a few dealers out of business.

The city trustees of Redding are considering a new saloon ordinance in order to satisfy the demand of the public for regulation as expressed in the recent fight. One of the most important features of the ordinance will be that limiting the number of licenses to 29 except in the case of hotels, which must have at least 40 rooms in order to be granted licenses.

Ukiah is seeking to enforce the ordinance against the sale of liquor after 11 o'clock at night. It has been found that it was necessary to go to blind pigs after 11 o'clock in order to get a drink and those houses paid no attention to the ordinance.

In Humboldt County 50 saloons will go out of business before the 23d of July. Rebates will be made on licenses dating beyond that day, but it is believed that some saloons will continue to operate until their licenses expire as the authorities are not disposed to interfere.

### Dry Towns Dead Ones

THAT laboring men are averse to living in dry cities was emphasized by the public statement of a large automobile concern at Pontiac, Michigan, which recently said:

"We are interested primarily in getting skilled workmen. The nature of our business calls for a high grade of skill—die cutters, forge experts, coach makers, trimmers, painters, etc.

"It is a fact, known to every large employer of men, that it is more difficult to obtain expert help in a 'dry' town than in one where a man is permitted to exercise his own common sense.

"Those who are here will probably not leave, even if the town goes 'dry,' but 90 per cent of the skilled workmen refuse to move to a 'dry' town—for a 'dry' town is known as a 'dead town' among workmen.

## Remarkable Address of the Rev. Dr. Irving Bristol at Elk Grove

THE attempt of the Rev. Dr. Irving Bristol to answer the arguments of Senator L. W. Juilliard is a shining example of Anti-Saloon League efforts. Our readers are asked to read carefully the address herewith, so that they may be able to understand the arguments being used by the Anti-Saloon League which would make prohibitionists of grape-growers and wine makers. It had been hoped that the Rev. Dr. Bristol could have something worth while to say, but, as will be seen, is printed oratorical merchandise consists of time-worn tropes. His knowledge of the Grape Growers' Association is far from complete and, as a result, when he gives his history of the origin and activities of that association he amuses without enlightening. His advice as to how wine grapes might be utilized for purposes other than wine, is facetious enough to fill space in the comic papers.

Rev. Dr. Bristol's address is as follows:

"We are here for the purpose of answering Senator Juilliard and, in order to answer him, we must understand something of the conditions which have surrounded and brought forth the Local Option law discussion.

"Under the law, the Board of Supervisors in each district has absolute jurisdiction over all police matters and the liquor traffic is bound to be, by all legislatures, under police control. The reason for that is that every nation has recognized that alcohol is a dangerous commodity; it has been classed with dynamite and is consequently bound to be under police control, so the Board of Supervisors could pass any measure they saw fit and control the liquor traffic. Several years ago the Supervisors refused to grant a license to a man, Christian, I think. The man carried that case to the United States Supreme Court and they declared that no person had a right to traffic in alcohol; it was a commodity dangerous to the public welfare. And that case has been cited in all cases where liquor cases are before the court. Now, this simply meant that in whatever county or city public opinion began to rise and demand certain things, there would be this or that restriction passed until we had almost every shade of restriction from the old fashioned open town that existed in Sacramento to the prohibition restrictions that have been in effect in the county of Sutter to the north of us, and in some of the other counties more recently.

"Now, the people have come to realize throughout the entire world that there is such a danger in alcohol for beverage purposes that it must be surrounded by the most complete form of restriction and even then it will break over those bounds, until today in round figures out of 2800 counties in the United States 1700 have banished the liquor traffic entirely from them. That is considerably over half. As I said, those are round numbers, and there is not a state or territory in the union in which the question is not in intense fermentation.

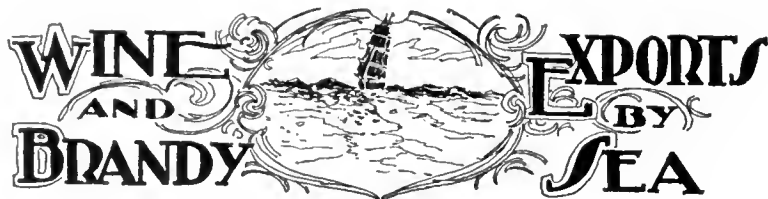
(This is the language of the speech. While it is the duty of all men to make the arguments of others as clear as possible and avoid all misconstruction or distortion of their phrases, the writer finds it difficult to add lucidity to what Rev. Dr. Bristol says. The incoherence is not confined to the argument. It runs even into the grammar. It is, indeed, a poor tribute to theological training or even a training in a state university. There is no doubt that Rev. Dr. Bristol eschews alcohol in every form, but his speech resembles greatly the talk of an intoxicated person. It is hard to reduce it to reason. Very probably this is explained by the fact that those who run to extremes always leave logic behind them.)

"The statement has been made, that we men in the Anti-Saloon League are the instigators, that we have started this question up. A year ago last summer the Grape Growers' Association was organized; Mr. L. R. Rogers, of Fresno, was one of the organizers of that institution. Mr. Rogers was formerly an attorney of Chicago and made considerable money and came out and bought a vineyard and winery near Fresno. The people of Fresno county had been before the Board of Supervisors for three years asking for closed localities. For instance, in one place there were over 90 per cent of the registered electors that petitioned the Board of Supervisors to put the saloons out and proved that it was injurious, but the Board of Supervisors turned them down. A year ago this summer the Wine Growers' Association, represented by Mr. Rogers—no, it was two years ago this summer—appealed to the board asking them to refuse to grant the will of the people to give them the power to put out the saloons. They had sent East for my record, hired a detective to hunt around for weeks in my old home to see if they could not find out if I hadn't stole some apples or done something of the sort when I was a boy. They proposed to make a personal attack on me, but were unable to discover some things which I could have told them. The result was that when they came to face the committee the foundation of their claim fell flat. They charged me again and again with being a disturber of the peace and coming in to disrupt the welfare of the community, Mr. George B. Beveridge, who was at that time with the California Winery Association, was present in the room at the meeting. I hold in my hand a paper, a copy of which I held then, certified by the County Clerk of Fresno county, and when it came my turn to reply, I said: 'Mr. Beveridge, you have been spoken of in my presence as being a man of superior mental and moral qualities, broad-minded, liberal, fair and honest. I want to ask you, sir, if as a winegrower and producer you demand for yourself and family a right and privilege which you deny to a man that grows peaches, alfalfa, oranges and any other product? Mr. Beveridge, I hold in my hand a petition signed by you three times as manager of various wine industries in this county, in which, sir, you came before the Board of Supervisors, with other wine growers in your section asking of them that no saloon be permitted to locate in the community in which you live. You gave as your reason at that time that the maintenance of such a business at that place would, in the opinion of the petitioners, be highly detrimental and injurious to public morals, safety and welfare of the community.' What could you say when every signature upon that paper was the signature placed there by a wine-grape producer? I will be glad to furnish you with just as many copies of that petition as you like if you want them.

"They could not say a single thing; they recognized the fact that the saloon was an entirely different proposition than the growing of grapes and these men had sense enough not to stand there and defend such a thing and those men there were the beginning of the Grape Growers' Association here the other night. So much for that.

(It is not because we are without pity for the readers that we ask them to carefully read such matter. We simply ask that the readers suffer some in order that justice may be done. Sometimes those who suffer are rewarded as well as those who inflict suffering.)

"We did go over the question, we did bring the matter up; the Anti-Saloon League did draw the Local Option Bill and presented it to some of the best lawyers of the county. There was in the pocket of the leader of both parties a platform embracing exactly the things spoken of in the Local Option Laws when they went to their state conventions, but the Anti-Saloon League urged them to leave it out and instead to leave it to the fair and



### NAMES OF CONSIGNEES WILL NOT BE GIVEN

Owing to a recent order of the Secretary of the Treasury through his local representatives, it has been found necessary to discontinue giving the names of the Consignees at this port. We regret to have to make this announcement, but for the time being, such conditions will rule.

#### EXPORTS—WINE.

FROM MAY 20 TO JUNE 20, 1912.

Destination.	Cases.	Gallons.	Value.
To Alaska .....	495	2,564	\$3,038
" British Columbia .....	21	3,184	1,366
" Central America .....	39	21,134	7,487
" China .....	16	1,061	608
" Hawaiian Islands .....	232	78,058	33,348
" Japan .....	1	1,281	500
" Mexico .....	...	3,066	971
" Philippine Islands .....	10	1,772	704
" Society Islands .....	...	265	67
" South America .....	8	6,891	2,983
" France .....	...	2,500	642
" Germany .....	...	64	21
" England .....	4	...	34
" Switzerland .....	...	5,000	1,200
" New York .....	349	474,460	148,006
" Other Eastern States .....	...	15,112	4,145
Total .....	1,175	616,412	\$205,120

#### BRANDY.

Destination.	Cases.	Gallons.	Value.
To Alaska .....	13	165	\$565
" Central America .....	4	...	27
" Hawaiian Islands .....	30	250	703
" Mexico .....	5	...	55
" South America .....	1	...	6
" New York .....	...	171	315
" Boston .....	...	51	103
Total .....	98	637	\$1,774

#### BEER.

Destination.	Packages.	Value.
To Alaska .....	987	\$7,587
" Central America .....	14	126
" China .....	25	126
" Hawaiian Islands .....	97	1,154
" Philippine Islands .....	100	504
" Society Islands .....	18	148
" Siberia .....	5	29
" Australia .....	20	148
Total .....	1,266	\$9,822

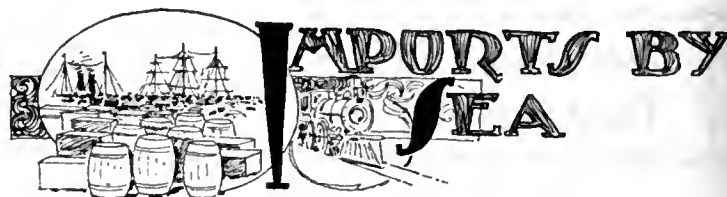
#### WHISKY.

Destination.	Cases.	Gallons.	Value.
To Alaska .....	374	1,591	\$9,465
" Central America .....	14	211	711
" China .....	6	92	119
" Hawaiian Islands .....	170	5,255	12,107
" Mexico .....	20	51	164
" Philippine Islands .....	1	684	1,393
" South America .....	5	...	30
" New York .....	34	135	1,639
Total .....	624	8,019	\$25,628

\* 2 cases 1 keg in bond to Mexico.

#### MISCELLANEOUS.

Destination.	Packages and Contents.
To Alaska .....	64 cs 1 kg Gln, 18 cs Mineral Water, 39 cs Vermouth
.....	137 cs Grape Juice, 4 cs Bitters, 1 cs Ginger Ale
.....	4 cs Alcohol, 1 cs Ale, 1 cs Porter, 13 cs Cordials
.....	16 cs Cherries in Maraschino, 3 cs Grenadine Syrup
.....	3 cs Cocktails, 6 cs Liqueurs, 26 cs Champagne
.....	2 cs 1 keg Rum
" British Columbia .....	1 cs Bitters, 2 kegs Caramel
" China .....	1 cs Mineral Water, 33 cs Grape Juice, 2 cs Ginger Ale
.....	4 cs Cherries in Maraschino
" Central America .....	7 cs Cherries in Maraschino, 5 cs Min. Water, 1 cs Alcohol
" Hawaiian Islands .....	11 cs Grape Juice, 4 cs 1 hf bbl Alcohol, 3 cs Cocktails
.....	57 cs 1 bbl 2 hf bbls Cordials, 100 cs 6 bbls Gln
.....	54 cs Mineral Water, 30 cs Champagne, 1 bbl Cider
.....	5 cs Kummel, 22 cs Liqueurs 5 cs Rock and Rye
.....	1 csk Ginger Ale, 2 gals Cognac
" Mexico .....	1 cs China Wine, 3 cs Mineral Water
" Philippine Islands .....	12 cs Grape Juice, 5 cs Cordials, 2 cs Mineral Water
.....	31 cs Cherries in Maraschino
" South America .....	10 kegs Vermouth, 2 cs Ginger Ale
" Fanning Islands .....	2 cs Champagne
" Korea .....	4 cs Grape Juice, 1 cs Cider
" Straits Settlements .....	20 cs Cherries in Maraschino
" New York .....	10 cs Vermouth
Total .....	785 cs 2 bbls 9 hf bbls 13 kegs 1 cask 2 gallons
Value .....	\$8,396



#### IMPORTS BY SEA.

##### Foreign.

FROM MAY 20 TO JUNE 20, 1912.

FROM NEW YORK (via Salina Cruz)—Per Nebraskan, May 21,		
27 eighth csks Wine .....	San Francisco.	
15 bbls Whisky .....	San Francisco.	
75 cs Champagne .....	San Francisco.	
10 cs Wine .....	San Francisco.	
1 cs Cordials .....	San Francisco.	
5 cs Punch .....	San Francisco.	
5 cs Gln .....	San Francisco.	
150 cs Bitters .....	San Francisco.	
25 bbls Wine .....	San Francisco.	
2 octs Wine .....	San Francisco.	

FROM EUROPE (via Ancon)—Per San Jose, May 21.		
890 bbls Stout .....	San Francisco.	
120 bbls Ale .....	San Francisco.	
10 cs Gln .....	San Francisco.	
1200 cs Whisky .....	San Francisco.	
10 bbls Brandy .....	San Francisco.	
2 cs Brandy .....	San Francisco.	
227 cs Wine .....	San Francisco.	
232 cs Champagne .....	San Francisco.	
1 cs Rum .....	San Francisco.	

FROM NEW YORK (via Ancon)—Per Aztec, May 26.		
192 bbls Whisky .....	San Francisco.	
3 bbls Gln .....	San Francisco.	
5 cs Bitters .....	Los Angeles.	

FROM EUROPE—SAME VESSEL		
5 cs Whisky .....	San Francisco.	
75 cs Wine .....	San Francisco.	
2 csks Wine .....	San Francisco.	
1500 cs Mineral Water .....	San Francisco.	

FROM KOBE, JAPAN—Per Manchuria, May 27.		
276 csks Sake .....	San Francisco.	
173 cs Sake .....	San Francisco.	

FROM NEW YORK (via Salina Cruz)—Per Missourian, May 27.		
33 cs Liqueurs .....	San Francisco.	
25 cs Gln .....	San Francisco.	
35 bbls Gln .....	San Francisco.	
25 cs Wine .....	San Francisco.	
1 csk Wine .....	San Francisco.	
36 cs Whisky .....	San Francisco.	
1 bbl Rum .....	San Francisco.	
50 cs Gln .....	Sacramento.	
7 bbls Gln .....	Sacramento.	
5 bbls Gln .....	Honolulu.	
5 cs Whisky .....	Seattle.	
2 cs Wine .....	Portland.	
1 bbl Whisky .....	Portland.	
36 cs Champagne .....	Portland.	
4 bbls Rum .....	Portland.	

FROM EUROPE—SAME VESSEL		
245 cs Whisky .....	Los Angeles.	
100 bbls Stout .....	Los Angeles.	
55 bbls Ale .....	Los Angeles.	
50 cs Wine .....	Portland.	
9 cs Wine .....	Tacoma.	
150 cs Whisky .....	Honolulu.	
30 cs Wine .....	Honolulu.	

FROM NEW YORK (via Salina Cruz)—Per Isthmian, May 31.		
25 cs Gln .....	San Francisco.	
2 octs Brandy .....	San Francisco.	
1 csk Fruit Juice .....	San Francisco.	
9 cs Fruit Juice .....	San Francisco.	
742 cs Whisky .....	San Francisco.	
166 cs Wine .....	San Francisco.	
10 cs Champagne .....	San Francisco.	
1 bbl Ginger Ale .....	San Francisco.	
12 cs Champagne .....	Portland.	

FROM EUROPE—SAME VESSEL		
111 cs Beer .....	San Diego.	
2 hlds Whisky .....	Los Angeles.	

FROM LIVERPOOL—Per Director, June 7.		
1655 cs Gln .....	San Francisco.	
276 bbls Beer .....	San Francisco.	
30 csks Mineral Water .....	San Francisco.	
30 cs Stout .....	San Francisco.	
25 cs Beer .....	San Francisco.	
25 bbls Stout .....	San Francisco.	
4759 cs Whisky .....	San Francisco.	
200 bbls Ginger Ale .....	San Francisco.	
25 cs Rum .....	San Francisco.	
75 cs Brandy .....	San Francisco.	
2 csks Brandy .....	San Francisco.	
1214 cs Wine .....	San Francisco.	
10 octs Whisky .....	San Francisco.	
350 cs Vermouth .....	San Francisco.	
14 qr csks Wine .....	San Francisco.	
44 octs Wine .....	San Francisco.	
194 cs Liqueurs .....	San Francisco.	
105 cs Bitters .....	San Francisco.	
304 cs Mineral Water .....	San Francisco.	
250 cs Amer Picon .....	San Francisco.	
37 csks Wine .....	San Francisco.	
3 hlds Wine .....	San Francisco.	
101 cs Cordials .....	San Francisco.	
1 hhd Whisky .....	San Francisco.	
5 octs Spirits .....	San Francisco.	
75 bbls Stout .....	Portland.	
25 bbls Ale .....	Portland.	
50 bbls Ginger Ale .....	Portland.	
25 cs Whisky .....	Portland.	
25 cs Gln .....	Portland.	
5 octs Whisky .....	Portland.	
36 cs Whisky .....	Seattle.	



50 cks Rum	Vancouver.
22 octs Rum	Vancouver.
15 cs Lignors	Vancouver.
50 cs Cider	Vancouver.
50 cs Punch	Vancouver.
50 cs Spirits	Vancouver.
34 cks Wine	Vancouver.
20 cks Lignors	Vancouver.
40 cs Gin	Vancouver.
50 cs Kummel	Vancouver.
15 cs Brandy	Vancouver.
55 octs Brandy	Vancouver.
55 cks Brandy	Vancouver.
36 cs Whisky	Vancouver.
24 octs Wine	Vancouver.
05 cs Beer	Vancouver.
30 cs Cordials	Vancouver.
10 cs Stout	Vancouver.
25 bbls Ginger Ale	Vancouver.
87 cks Whisky	Vancouver.
25 octs Whisky	Vancouver.
75 cs Wine	Vancouver.
2 hds Brandy	Vancouver.
25 cs Absinthe	Vancouver.
80 cs Ale	Vancouver.
20 cs Vermouth	Vancouver.
2 cs Bitters	Vancouver.
00 cs Ginger Ale	Victoria.
25 cs Cordials	Victoria.
5 cs Wine	Victoria.

## FROM KOBE, JAPAN—Per Chiyu Maru, June 3.

65 cs Sake	San Francisco.
60 cks Sake	San Francisco.
67 cks Sake	Los Angeles.
10 cs Sake	Los Angeles.

## FROM NEW YORK (via Salina Cruz)—Per Mexican, June 6.

17 cs Wine	San Francisco.
25 cs Brandy	San Francisco.
52 cs Gin	San Francisco.
1 hhd Fruit Juice	San Francisco.
1 bbl Cordials	San Francisco.
28 cs Grape Juice	San Francisco.
25 bbls Whisky	San Francisco.
35 cs Whisky	San Francisco.
2 bbls Gin	Oakland.
4 cks Gin	Oakland.
50 cs Whisky	Honolulu.
10 bbls Whisky	Honolulu.
11 bbls Whisky	Seattle.
51 cs Wine	Seattle.
00 cs Absinthe	Seattle.
4 cs Cordials	Seattle.
3 cs Gin	Seattle.
1 bbl Ginger Ale	Seattle.
43 cs Lignors	Seattle.

## FROM EUROPE—SAME VESSEL.

25 cs Brandy	Los Angeles.
15 cs Whisky	Seattle.
3 cks Whisky	Seattle.
35 cs Beer	Honolulu.
00 cs Gin	Honolulu.
26 cs Whisky	Honolulu.
1 csk Whisky	Honolulu.
13 cs Wine	Honolulu.

## FROM NEW YORK (via Salina Cruz)—Per Nevada, June 8.

29 bbls Ale	San Francisco.
50 bbls Stout	San Francisco.
4 cs Whisky	San Francisco.
6 bbls Whisky	San Francisco.
11 cs Brandy	San Francisco.
7 cs Wine	San Francisco.
6 bbls Wine	San Francisco.
5 cs Gin	San Francisco.
15 cks Gin	San Francisco.
2 bbls Gin	San Francisco.
25 cs Wine	Los Angeles.
12 bbls Whisky	Portland.
35 cs Lignors	Portland.
250 cs Absinthe	Portland.
5 cs Wine	Portland.

## FROM EUROPE (via Ancon)—Per Acapulco, June 9.

100 cs Brandy	San Francisco.
150 cs Benedictine	San Francisco.
5 cks Rum	San Francisco.

## FROM EUROPE—SAME VESSEL.

175 bbls Whisky	San Francisco.
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## FROM HAMBURG—Per Salatis, June 14.

100 cs Fernet	San Francisco.
272 cs Wine	San Francisco.
36 octs Wine	San Francisco.
1 hhd Whisky	San Francisco.
109 cs Brandy	San Francisco.

6 bbls Wine	San Francisco.
4200 cs Gin	San Francisco.
50 cs Rum	San Francisco.
552 cs Vermouth	Seattle.
210 cs Mineral Water	Seattle.
11 cks Vermouth	Seattle.

## FROM VICTORIA—Per Queen, June 14.

622 cs Champagne	San Francisco.
100 cs Whisky	San Francisco.
16 cs Bitters	San Francisco.

## FROM LIVERPOOL (via Seattle)—Per Buckman, June 14.

50 cs Brandy	San Francisco.
100 cs Whisky	San Francisco.
158 cs Lignors	San Francisco.

## FROM EUROPE (via Ancon)—Per San Juan, June 16.

25 cs Whisky	San Francisco.
36 kgs Wine	San Francisco.
1 butt Wine	San Francisco.
31 octs Wine	San Francisco.
4 cks Wine	San Francisco.
100 cs Lignors	San Francisco.
10 bbls Brandy	San Francisco.
150 cs Wine	San Francisco.

## FROM KOBE, JAPAN—Per Mongolia, June 17.

200 cks Sake	San Francisco.
208 cs Sake	San Francisco.
24 cs Sake	Los Angeles.

## FROM EUROPE (via Salina Cruz)—Per Columbian, June 17.

125 cs Lignors	San Francisco.
198 cs Wine	San Francisco.
4 cks Wine	San Francisco.
10 cs Whisky	San Francisco.
3 bbls Gin	San Francisco.
12 cs Champagne	Seattle.
138 cs Wine	Seattle.
3 octs Brandy	Seattle.
100 cs Beer	Seattle.
100 cs Gin	Seattle.
47 cs Gin	Honolulu.
50 cs Whisky	Honolulu.
35 cs Beer	Honolulu.
25 cs Vermouth	Honolulu.
55 cs Brandy	San Diego.
1 oct Brandy	San Diego.
350 cs Beer	San Diego.
2 hds Wine	Los Angeles.
4 cks Wine	Los Angeles.
100 cs Wine	Los Angeles.
50 cs Gin	Los Angeles.

## IMPORTS BY RAIL IN HOND.

## FROM MAY 20 TO JUNE 20, 1912.

## Via New York:

1055 cs Champagne	From Antwerp.
8 octs Wine	" Rotterdam.
49 cs Wine	" "

## CALIFORNIA WINE TO NEW YORK IN MAY

## From San Francisco, SS. Cristobal.

200 bbls	Sonoma Wine & Brandy Co.
1835 "	California Wine Association
610 "	C. Schilling & Co.

## From San Francisco, SS. American.

400 bbls	E. L. Spellman & Co.
150 "	C. Vazzoler
200 "	A. Gazzolo
80 "	V. Cassazza & Bro
60 "	San Benito Vineyards
100 "	Northern California Wine Co.
140 "	Golden Gate Fruit Co.

E.O. SCHRAUBSTADTER

ESTABLISHED 1864

E.A. GROEZINGER

A. FINKE'S WIDOW

HIGH - GRADE  
SPARKLING WINES

809 MONTGOMERY STREET, SAN FRANCISCO, CAL.

TELEPHONES: KEARNY 709

HOME C 3322

175	"	Piedmont Winery
100	"	Flegenheimer Bros.
350	"	Italian Vineyard Co.
164	"	Order

From San Francisco, SS. Advance.

204	bbls.	California Wine Association
710	"	C. Schilling & Co.

From San Francisco, SS. Panama.

294	bbls.	California Wine Association
133	"	Scatena Bros.
367	"	Lachman & Jacobi
97	"	L. Botta & Co.
380	"	Italian-Swiss Colony
224	"	Roma Wine Co.
542	"	California Wineries & Distilleries

From San Francisco, SS. Texan.

400	bbls.	E. L. Spellman & Co.
145	"	E. G. Lyons & Raas Co.
500	"	French-American Wine Co.
200	"	C. Manzella & Son
200	"	Ciocca Lombardi Wine Co.
25	"	Sonoma Wine & Brandy Co.
65	"	A. G. Marshuetz & Co.
1012	"	Chas. Stern & Sons
100	cases	J. Pacheteau
65	bbls.	J. Loeffler & Co.
150	"	Gundlach-Bundschu Wine Co.
100	"	Chas. Schuler
500	"	Italian-Swiss Colony
590	"	California Wine Association
200	"	Gazzolo & Fogliasso
320	"	Order

## Oakdale Goes Dry

OAKDALE was in a ferment on the evening of the 15th of June. Wets and drys were hard at it all day long trying to vote each other into silence. The result of the election showed 326 for the drys and 320 for the wets. As it is, the wets ascribe their failure to the fact that the votes gave out. On June 2 the nine saloons will close their doors and water will become the chief beverage of the town.

HOTALING & Co. FORESEE ACTIVITY.—Mr. Ed Lind, manager of Hotaling & Company, is making two trips monthly to Los Angeles in the interest of the company. His schedule is arranged for the trips during the second and last weeks of each month. Relative to the business in Los Angeles Mr. Lind says "We are very well satisfied with affairs in the southern city. Prospects are favorable to a continuous expansion of business there. As regards San Francisco, it may be said that the month of June has proven to be a dull one in comparison with the six preceding months. But the outlook for better conditions is one that gives great hopes. The orders that have been and are being booked indicate that the three coming months will show great activity in the trade."

One of the best smoking and best selling cigars on the market these days is the famous old "Gato" which was first put on the market in 1871. At that time it sprung into immediate general popularity among connoisseurs of cigars and it has enjoyed that popularity all these years. The reason for this is that during this more than a third of a century the quality of the Gato has been strictly maintained and buyers always knew what they were buying, a statement which can not be truthfully made of some widely advertised brands.

## BRANDY PRODUCED

### OFFICIAL REPORT

#### FIRST DISTRICT—Month of May, 1912.

Produced and bonded in this district	Tax. Gals.
Received from other Districts, California	13,796.9
Received from special bonded warehouse, other District, California	
Transferred from distillery to special bonded warehouse, Eastern District	5,056.4
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts	18,747.8
Exported	
Tax Paid	42,215.9
Withdrawn from warehouse for Fortification of Wines	
Remaining in bond, May 31, 1912	1,995,929.1

#### FOURTH DISTRICT—Month of May, 1912.

Produced and bonded in this district	Tax Gals.
Transferred from distillery to special bonded warehouse, First District, California	2,870.1
Transferred from distillery to special bonded warehouse, Eastern District	
Transferred from special bonded warehouse to special bonded warehouse, First District, California	4,766.2
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts	6,502.9
Exported	
Tax paid	6,790.2
Used in Fortification of Wines	
Remaining in bond, May 31, 1912	537,289.1

#### SIXTH DISTRICT—Month of May 1912.

Produced and bonded in this district	Tax Gals.
Transferred from distillery to special bonded warehouse, First District	1,811.7
Transferred from special bonded warehouse to special bonded warehouse, Fourth District	
Transferred from distillery to special bonded warehouse, Eastern District	
Transferred from special bonded warehouse to special bonded warehouse, Eastern District	1,962.8
Tax paid	5,336.5
Used in Fortification of Wines	
Remaining in bond, May 31, 1912	251,516.0

## The Panama-Pacific Wine Exhibit

AT the annual meeting of the Grape Growers' Association of California, on Saturday, June 22, it was decided to call a meeting of the leading wine men and grape growers of the State for the third week in July to arrange for definite plans for a suitable wine exhibit at the Panama-Pacific International Exposition in 1915.

President E. M. Sheehan, in explaining the necessity of prompt action in this connection said:

"It is announced that as soon as Commissioner Skiff returns from his visit to practically every important nation of the world, arrangements are to be made by the Panama-Pacific Exposition Company for the allotting of space to the different nations and exhibitors in the various palaces. Practically every important industry of California is organizing so as to be in a position to decide on the space they will require, and it is with that idea in mind that it has been deemed advisable that the wine men and grape growers also get together on a plan to make an impressive exhibit at the 1915 exhibition.

"The most important reason for immediate action is first, that the Exposition people may have some official body with whom they may deal, and second, that definite ideas of an exhibit must be planned so that the Exhibit Committee may know how many feet of space they must have to do justice to such a display.

"The floor space will be given free, but the expense of installing and gathering an impressive wine exhibit, as well as providing a competent manager and efficient attendants, will have to be borne by the wine men. In order to finance this exhibit, it has been suggested that the wine men contribute a sum in proportion to the amount of business they do, while the grape growers should contribute a modest sum per year for the three years, 1912, 1913, and 1914. It is hoped by this means to secure sufficient funds by November, 1914, not only to put up a beautiful exhibit in the Agricultural Palace, but to arrange for a Grape Day, a banquet and possibly a visit to the wineries of the State.

"In order to arouse the necessary interest, it is time to begin at once. We must have a President, Vice-President, Secretary and Treasurer, as well as a manager of the exhibit. A board of directors, including one, two or three representatives from every wine district in California must be appointed; an executive committee which will do the real work, should consist of the best workers picked from the big board of directors. Then there should be an exhibit committee, which should have in charge the planning of the exhibit. This committee, for the present, will be the most important, for it must definitely decide what is needed, how much space will be used, and what it will cost to establish and maintain. Then it will be up to the finance committee to raise the necessary funds, and settle on the assessment of the wine men and grape growers.

"There must be a publicity committee also to arrange for the publication of literature to be distributed, the taking of moving pictures, for lectures, and the collection of all needful information so the hundreds of thousands of visitors who will be interested in our grape and wine industry.

"There must also be a program and reception committee, which will have in charge the arrangements for the program on Grape Day, when it is proposed that a large quantity of grapes be distributed, grape exercises be held and a banquet be given in honor of all visiting wine men and grape growers from all over the United States and Europe.

"It will also be necessary for us to arrange for at least two

notable California wine men on the international committee that will be selected to judge on the merits of the wines of the world. This is most important, for the Exposition people will doubtless follow the example of other expositions and have a preponderance of foreigners on this jury, and unless we have as California representatives men of strength and ability, we are likely to come out of the ordeal without the highest honors.

"The classification of competing wines is to be listed as follows: Dry wines (red and white); Sweet wines; Sparkling wines and brandies.

"The general consensus of opinion is that the exhibit must be something more than a display of bottles and labels; that possibly wine should be served, either free or at a minimum price; or that exhibitors have the privilege of serving their friends or prospective customers with their own wines. As a body, the wine men will be able to insist that California wines only be used in the California building banquets; and they will be able to impress on the exposition officials the necessity of featuring California wines on all big occasions.

"An educational campaign among the grape growers and wine men will be necessary, so in order to get the exhibit started, we desire to take some definite action promptly.

"Of course, it is to be understood that the exhibit organization is a separate and distinct proposition from the Grape Growers' Association of California. We are merely acting as foster mother, so to speak. We hope to enlist the active support of many who are not members of our organization, but who cannot help appreciating the valuable advertising that will result from such an exhibit."

In a few days invitations are to be sent out to all the most representative wine makers, dealers and grape growers of the State to get together at a meeting within the next fortnight so as to formulate definite plans. It is expected that some of the Panama-Pacific Exposition officials will also be present to express their ideas, as they have shown great interest in the idea of a fine wine exhibit as an attraction at the Fair.

### He Had An "American" Cocktail in Paris

ARNOLD Bennett, the English novelist, now visiting this country, does not extend to our cocktail the approval which he bestows upon some other American institutions.

"Extraordinary hospitality has met me everywhere and utterly demoralized my digestion," he says. "It began in Boston; I was there three days and it was a continual feast—as many as three luncheons and three dinners every day, and quite as much in Chicago. I have eaten too much, but I do not drink. I have not had a cocktail in this country. I had a cocktail in Paris six weeks ago. It was too strong for me and my head was all to the bad the next morning. I have been here forty days and have had innumerable cocktail invitations, all of which have been courteously but firmly declined. I shall leave your your beautiful land without having tried a single cocktail, not even a Manhattan, and so far as the cocktail is concerned, the leave-taking will be without regret."

### Production of Spanish Vineyards

THE following official statistics of the production of Spanish vineyards during the year 1909 are furnished by Consul Charles L. Hoover, of Madrid:

The area planted was 3,203,210 acres, and the total production of grapes was 2,883,391 metric tons (of 2,204.6 pounds each), the average production per hectare (2.47 acres) being 4.561 pounds. Of the grapes, 2,419,112 tons were sent to the wine press, and the total production of wine was 386,807,865 gallons. The average amount of must secured per 100 kilos (220 pounds) of grapes was 16 gallons.

## Remarkable Address of Rev. Dr. Bristol at Elk Grove

[Continued from Page 19]

open debate in the Legislature and simply to put men in the Legislature able to vote upon the question fairly.

"When the Local Option Bill was presented, just like every other bill, it had in it some things that had to be amended. A bill that does not have to be amended is very likely put there by a machine. We went there with that in mind and to put it before the Legislature and say to them: 'Gentlemen, we stand here in the name of the people, and in the name of the people we demand the right that the locality shall have the power to act upon the question. Mr. Juilliard, who was here the other night, said this was a prohibition and not a Local Option law. He said Local Option was the right of the people to act upon anything. This is absolutely true; it is Local Option when you submit to the people whether we shall have a High School bond. It is a local question that is voted upon only by the people in that locality. It is Local Option whether it shall be for lights, sanitation, etc., in certain districts. It does not include every thing in Heaven and some things in Hell. It is the option upon that particular thing and question that was submitted to the people. Local Option is practically this: Shall saloons be licensed? We were pledged to make a fight and support a principle, and now Mr. Juilliard says that was prohibition. The Prohibition party stands upon that platform of prohibition absolutely of the manufacture and sale of alcoholic liquors for beverage purposes. How many of you have received a document called the Anti-Saloon League issue? Those who have raise your hands. Only three or four. That was sent out by the Royal Arch. On the back page of that document is an advertisement for what is known as the "National Issue," and in that they say, "A clean prohibition paper that does not compromise." What does it mean—that the liquor men are standing for prohibition? Yet you were told the other night the Local Option Bill was a Prohibition measure, yet they are fighting it. Mr. Juilliard said it was not a regulatory measure; we claim it is. It regulates the sale and the use in general of alcoholic liquors for beverage purposes.

(Here we find some logic at last. If the statement of the doctor to the effect that the 'National Issue' voicing prohibition was really the organ of opinion of the Royal Arch is accepted without question, then the saloon men are inextricably contorted with their self-contradictions. But there is a question.)

"Then the restriction was put on compelling the wineries to sell at least two gallons at one time. I want to tell you of the following that was submitted by Mr. Juilliard and finally voted down in the interest of fairness:

"Provided, further, that none of the said liquors so sold or delivered shall be drank or consumed on the premises where sold or delivered nor in quantities of less than two gallons.' Do you see what that means, that nobody could consume it on the premises. If delivered at your home you could not drink it there. Our friend, Senator March from Sacramento, said, 'I am opposed to prohibition but am more opposed to bringing home two gallons at one time and then having to go out on the curb and drink it.' Mr. Juilliard told you that he wanted a fair bill and now that is a specimen of his amendment. He was very mad because Mr. Buell of the *Bee* drew a tin can to the Local Option Law and sent it out. The truth was that it was so full of holes that it was quickly defeated.

"Now, do you wonder that the Senators and Assemblymen passed that Local Option Bill after all that time by a vote of 28 to 12 and one of the men, who voted for it was Mr. Juilliard

himself. If I demanded something I would have nerve enough to stay by it. By Gee! And I am not saying anything against Mr. Juilliard, but he 'climbed on the waterwagon' and voted for it.

"Mr. Juilliard and some of his friends said that the bill was not fair. They wanted to regulate. They were asked what kind of a regulation they wanted. They were told it must be uniform; it must apply to every part of the State equally. It must apply to the southern part of the state as well as the northern. In the southern part of the State you must put in 1 o'clock closing, you must put in plain transparent glass and you must remove the chairs. If you don't do that they will vote 'dry.' Then the northern men said, 'No, that won't do. And they began complaining about it.

"They would bring in the Local Option Law every three months to vote again upon the matter. We said, 'No, when you vote upon this, you settle it for two years and in two years you have a chance to enforce the law.' They are not stirred up all the time by the 'longhaired' fellows, nor stirred up all the time by some of the 'baldheaded saloon keepers.'

"That reminds me of a story. There was a generous good-natured old fellow that was baldheaded and on a summer day he was sitting by a shady place and the mosquitoes began to settle upon his bald head. He let them buzz and light and did not disturb them; but pretty soon a big yellow jacket settled on his head among the mosquitoes and used his stinger. The old man said with a slap of his hand, 'Just for that, you'll all get off.'

"Now, are there any questions? Don't be the least bit timid. If there is anything that bothers you or anything you wish to know, just fire away. It is perfectly in harmony with this meeting. We want to discuss this thing and vote it in by a tremendous majority. Now, are there any questions?

(Some one asked: "Did they have to pull up their grape vines in Kings County?")

"No, not that I know of. I think they are still getting \$3.00 to \$4.00 per ton for their grapes the same as before and the same as you are getting here and the price of wine is still the same. You heard the other night that Prohibition would destroy the grape vines. Haven't you heard that there was more consumption of liquor last year than any time since 1907 and that there is a growing consumption. The liquor dealers say that Prohibition makes more consumption. The fact is that consumption has increased in such States as New York and Pennsylvania. The consumption in Pennsylvania increased 800,000 barrels. In the large cities is where the increase has taken place.

"Any more questions?

(Another question: "What would be done with this wine if they kept on making it and Prohibition stopped drinking?")

"Well, we will wait until that happens. We are not making the fight for Prohibition now. It seems to me that if I had a wine grape vineyard that was paying me \$3 or \$4 per ton I would change it to table grapes or plant something else.

"Any more questions?

("Can't the grapes that are grown in Sacramento county be made to yield a food that would be beneficial to man and woman without being intoxicated?" was asked.)

"That is a matter upon which I am not well posted. It reminds me of the fellow who was getting \$3 or \$4 a ton for his wine grapes and when asked what he was going to do with them said, 'Feed them to the hogs and raise more hogs and less hell.' I don't know what could be done with the grapes. There is a growing demand for grape juice. There is a large plant at Calwa that is turning the product of grapes into unfermented grape juice and I am very fond of that juice. I use it extensively on the diners and with bread it is very fine. Ofttimes one glass does not satisfy me and I order another. They manufacture vast



quantities of it down there, something like 500,000 gallons. I think *they are going to turn their entire plant to the manufacture of this product.* Aside from that *they may be able to use them for sugar* or some such purpose, so I am very sure we need not worry. The saloons, according to the statement of the leading winemen of the State, do not consume 2 per cent of the winery product.

(Liberty enlightening New York harbor would prove a dimuzzle beside Rev. Dr. Bristol at Elk Grove.)

"Any more questions? Oh, I had better tell another story. One of the 'long hairs' was talking on a temperance subject. He turned out some water into a glass. 'Now,' he said, 'that's pure water.' He dropped a worm into it, and said, 'Now you see that does not hurt him, yet the angleworm is the lowest form of organism; that is its natural drink.' He brought forth a bottle of whisky. He poured some of the whisky into another glass. He dropped the live worm into it and it began to make a few struggles. He pulled it out and it was barely alive. He dropped it in again and it made a weak struggle and was no more. He raised the dead worm from the glass and said, 'Now, my friend, that is what alcohol does to the angle worm.' There was a big Irishman sitting out in the audience, and he said: 'Dr. Speaker, would you mind if I asked you a question?' 'Speaker, 'Go ahead.' Irishman, 'Did you buy that whisky in his town?' Speaker, 'Yes,' Irishman, 'Will you tell me the brand of that whisky?' The speaker told him and said, 'My friend, will you be kind enough to tell me your reason for asking that question?' Irishman, 'Sure, if you want to know, I have worms myself,' (Applause). Now that was a good one, but the best part is yet to come. The distillery heard of the story and said, 'This is a crackerjack.' They wrote to the Irishman and asked him if it was true. He sat down and wrote to the distillery: 'Gentlemen: It is true that I heard that address, and I asked that question and I bought the brand of your whisky and I took it and it cured me of worms, but I have got the snakes now.' So I want to say, hear both sides of the story before you vote."

This address, which is given as fully as could be expected, can hardly be considered justly as Rev. Dr. Bristol's side of the story. Rev. Dr. Bristol's side of the story is yet to be heard. He has said nothing. Our hopes that he would have something to say have been disappointed, because we would like to publish both sides of the story. Anyway, perhaps our readers may be more successful than the PACIFIC WINE AND SPIRIT REVIEW in finding logic in this address. If they do the pains endured in getting it before them will not have been in vain.

### Europeans Looking to California Wines

ONE of the chief attractions for the great steamship companies of Europe in establishing themselves in business in San Francisco, is the wine market of the State. The latest company to come to San Francisco in search of docks is the Veloce, the largest of the Italian steamship lines. Professor A. Brunelli and Luigi Solari, representing the company, have left for the East to make a report after having spent a week studying the harbor. They showed great interest in California wines which are being demanded more each year in Europe. The enlargement of the European market for these wines, especially in England, Belgium, Germany and Switzerland, is one of the leading features in the expansion of the trade of the State.

### Gorham-Revere Company Booking Large Orders

AS yet this season the winegrowers are hesitating to place orders with the rubber manufacturing firms. In speaking of this, Mr. J. S. Francisco, of the Gorham-Revere Rubber Company, says: "Of late years the wine people have been acquiring the habit of delaying until the last moment in making their orders for wine holders, pipe, hose and other articles which they need. The Gorham-Revere Rubber Company supplies practically all the wine holders, hose, etc., used in California and for this reason has the trade situation in hand. In former years winemen ordered their rubber some time in advance of the season, but now they delay until they can delay no longer. The company has received already many large orders but it will be in August that the bulk of orders will come in. Then they will come with a rush and it will take some hustling to get them filled. The company keeps a full stock of all the most necessary articles at all times and for this reason is in a position to fill orders at a day's notice. The profits on rubber have been reduced to a minimum owing to market conditions but the Gorham-Revere Company continues to produce the Amazon brand which has long since been accepted as the standard throughout the State for wine holders, hose and other purposes."

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# PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VINICULTURE

R. M. WOOD.....EDITOR AND PUBLISHER  
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## Everybody Take Notice

*AFTER procrastinating for more than a year, the publisher of the REVIEW finds it necessary to announce an increase in the subscription price of this publication. Since the earthquake the cost of producing a journal of this kind has steadily increased, not only in the cost of material, but of labor. In the case of the latter the additional expense is one-third, and the increased price of the paper is also great. So that we find that the cost of publication is fully one-third greater than in 1906. The publisher has borne this burden during the past six years, but does not feel that he is justified in doing so any longer. Therefore, our subscribers are notified that beginning with July 1, 1912, the subscription price of the PACIFIC WINE AND SPIRIT REVIEW will be \$3.00 per year. Terms payable in advance and money well invested.*

*THE public is hereby notified that one C. F. Harrington is no longer connected with the Pacific Wine and Spirit Review. He has no authority to transact business for or represent this publication in any manner.* R. M. WOOD, Publisher.  
San Francisco, Cal., April 24, 1912.

### California Resources and Possibilities

THE California Development Board has issued its annual report for the year 1911. It is a pamphlet of 65 pages and cover, well illustrated and is chock full of reliable and valuable statistical and other information regarding the wonderful State of California and its products, natural and otherwise. It goes without saying that the figures are in many instances astounding as to production, etc., and at the same time they are true. Among the valuable features is a new county, geographical, topographical and railroad map, giving the classification of the counties as to their products, mineral, horticultural, agricultural and miscellaneous. This valuable publication is for free distribution, and it will certainly do great publicity work for California. At the same time it will widely advertise the Exposition City.

"Blind pig" cases are beginning to appear with great frequency in the dry territory. The city of Dinuba has several of them. On the 11th of June judgment was entered against C. P. Iverson, who appealed.

### Bolter Johnson and the Tariff

THOSE voters of California who are dependent upon the Republican high tariff for their welfare as producers, and who voted for Hiram Johnson for Governor at the last election, are several feet off the ground and going around in circles at this time. To be more definite they are very uncertain as to where they are at.

The wine man and brandy man, the whisky and spirit man, the orange grower and lemon grower, the raisin grower, the prune grower and dried fruit man of California are all in business today and fairly successful because the various Republican Congresses of the past have maintained a tariff on articles such as here enumerated sufficient to protect the California industries from competition of cheap labor in foreign production. Californians of late years were in a position to go before Congress and demand such protection because of the fact that California had earned the reputation of being a strong reliable Republican State. This fact was sufficient to insure the young industries the desired tariff protection, but since the high and lofty antics of Gov. Johnson and the California delegates at Chicago, we are all entitled to ask for information as to just where we are at.

Will some one please tell us what would happen to the California delegation which would go before a committee in Congress asking for continuance of favors such as have been received in the past, after the Governor of the State with almost the entire Republican delegation had bolted the Republican ticket and became prominent in the effort to start a third party through a rump convention? Possibly our versatile and nimble political contemporary, Bro. Rowell of Fresno, in the interests of the sweet wine and brandy men, the raisin men and dried fruit and orange men of Fresno County, can answer this question to the satisfaction of the producers in question. We await a satisfactory reply with interest and some anxiety.

### A Great Dry Vineyard Success

AROUND Cucamonga, in San Bernardino county, the growing of wine grapes upon land that is not irrigated has proven to be a wonderful success. The vineyard of Reuben M. Milliken of 60 acres, which never have been irrigated, has produced in five years a net profit of \$9000. The Italian Vineyards are near by with an area of about 4000 acres. Those who are familiar with the conditions predict that the entire country from Rialto to Cucamonga and the land between the hilly lands to the north and the south will be set to vineyards. Thousands of acres are producing good grapes to the profit of growers without the necessity of irrigation. The first experiment in growing grapes in the section without irrigation was conducted by Mr. Millikin over 25 years ago.

### The State Statistician

GEORGE ROBERTSON, State Statistician, called at the office of the REVIEW the latter part of the month. The office of State Statistician is a new one, but we do not hesitate to say that Mr. Robertson is probably the best man who could have been selected for this position. He surely is a man of figures and has established a wide and deserved reputation for his accuracy and industry in this work.

### How to Care for Wines

IN an interview the other day, the superintendent of the wine cellars of the Italian-Swiss Colony, declared that one-half of the wines used by inexperienced people in the United States is partly spoiled before it reaches their lips, just because they do not observe a few simple but important precautions.

Continuing, he said: "Those who secure wine by the demijohn should immediately put it in absolutely clean bottles, and above all, have new, soft corks, free from musty nut holes. Before the corks are used, they should be soaked in warm water for a few minutes, and a little wine dropped in the water will make the cork safer. To insure clearness in bottled wines, they should be bottled in clear weather. This especially applies to white wines. The bottles should be placed in the bins in the cellar with their noses inclined, if anything, a little downward, in order to be sure the corks are always kept moistened. Those who do not use large quantities should procure their wine already bottled, thus saving themselves a great deal of annoyance and the danger of spoiling by improper bottling. "All pure wines after traveling, require rest before using. Therefore the cask on arrival should be placed on its side in a cool place for at least a week. A wooden faucet should be put in the head, preparatory to drawing the wines, which should run through the faucet without bubbling, as this brings the sediment from the bottom to the body of the wine. The bottle should be filled to within about 2½ inches from the aperture of the neck.

"It often happens that those who are inexperienced in the handling and care of wines will draw off only a portion of a barrel of dry wine, because they are short of smaller packages (kegs, demijohns or bottles). If the wines are absolutely pure and free from any antiseptic or preservative, they will naturally, on being exposed to the air, turn sour. Sweet wines, on the other hand, being of a higher alcoholic strength, are not so easily affected.

"When a cask of dry wine—Claret, Zinfandel, Burgundy, Cargan, Cabernet, Hock, Riesling, Chablis or Sauterne—is tapped, all the wine must be removed in small packages, which should be scrupulously clean, kept full and laid flat, so that the wine will be free from contact with the air. Under no circumstances should a part of the wine be left in the barrels or demijohns, as it will spoil quickly.

"The sweet wines, like Port, Sherry, Muscat, Angelica, Tokay or Madeira, may be drawn off as needed."

### Southwestern Notes

IN the New Mexican Senate Senator Sulzer is championing a bill which is intended to permit the makers of native wines to sell in lots of one gallon instead of five gallons as now in operation. The contention of Senator Sulzer is that under the present law consumers are required to buy five gallons at a time and this encourages them to drink more than if the quantity bought were less. The senator has fought vigorously and consistently for the bill but has found a great deal of opposition which was not marked by consistency.

Senator Sulzer is also endeavoring to have passed a bill permitting the sale of native wines on the premises where made without license, distilleries and breweries to be affected alike. The bill is in the interest of the wine growers of New Mexico. It is thought that the bill will pass with some slight amendments.

At Juarez, across the Rio Grande from El Paso, the warehouse of Manuel Trueba, wholesale liquor dealer, was destroyed by fire. The loss is estimated at \$50,000. The cause of the fire is unknown.

## OBITUARY

ON the second day of this month H. A. Pellet, a well-known viticulturist of Napa County, passed away at his home in St. Helena, where he had been ailing about a year. Mr. Pellet was born in Canton, Neuchatel, Switzerland, February 6, 1828. He came to California in 1850 and located in St. Helena in 1863, where for many years he was prominent in the viticultural industry. He had the distinction of being the second winemaker in the county. Mr. Pellet was known far and wide for his kindly and generous disposition and his integrity which was always manifested in his business. He served on the Board of Supervisors of Napa County from 1876 to 1882 and as Assemblyman for one term. He is survived by one son, Frank Pellet, the cashier of the Bank of St. Helena.

ROYAL E. CABELL, Commissioner of Internal Revenue, in a circular letter to Internal Revenue officials and others, announces the death of Capt. James C. Wheeler, Deputy Commissioner of Internal Revenue, which occurred June 2, 1912.

### Hints to the Waiter

ONE of the easiest ways to stimulate the sale of wine in a hotel restaurant or cafe is to have the wine list handy. The occasional drinker is often tempted to order wine when he sees the list lying before him, whereas, if it is not in sight, the chances are that he will not feel any particular desire to drink wine with his meal.

And when he gives his order, the waiter should make every effort to serve it promptly. This course often results in a second bottle being used, whereas if it comes in after he is half through his meal, the diner will often not finish the bottle and regret that he did not take a split instead of a pint with his meal.

The waiter should be careful never to fill any glass of wine to the brim, but leave a quarter of an inch or more free. The first neckful, should always be poured into the host's glass. In serving, the wines should be poured from the right, immediately after each course is served. The waiter is, of course, expected to replenish the wine from time to time.

Under no consideration should a cloudy wine be served, nor should a bottle be opened that has a soiled or torn label. Care also should be taken in removing the top of the cap so that it may be used as a covering until the entire contents of the bottle is poured. Tearing the cap to pieces is no longer tolerated in any first class restaurant or hotel.

The waiter should carefully cut the top of the cap three-fourths around and then turn the flap back, exposing the cork and leaving the covering on the neck unscratched or unmarred. After the cork is removed, the mouth should be carefully wiped so that not the tiniest bit of cork is permitted to float on the wine and destroy its absolute clarity.

Since Fresno county outside the incorporated towns went dry the wineries and breweries are finding some business through direct shipments to consumers. As wine must be bought in two-gallon lots it is expected that the consumption of that liquor will increase.

## Notes From Central California

**N**ORTHERN San Joaquin county will produce a bumper crop of wine grapes this year. Last year the yield was 85 per cent of normal. This year it will be 100 per cent. The crop will be the smallest in the black land section and largest in the sand districts. It is too early to make any predictions as to prices.

Of the eighteen saloons in Merced seventeen have made application for renewal of their licenses, notwithstanding the results of the recent election, which will cause them to close July 8.

A writ of review has been granted in the case of Thornton D. Conness versus the Board of Supervisors at Salinas. Mr. Conness' license was recently revoked and he has taken steps to determine whether this was legally done or not.

Mr. Frank Henry Mette, who has been for many years manager of the Red Bank vineyard and winery, near Folsom, died at Red Bank May 26. He was one of the leading men of the section and a member of many fraternal orders.

The Yolo winery has closed operations for the season past and is making preparations for the coming season when there is expected to be a record-breaking crop of grapes. About 6000 pounds of cream of tartar will be taken from the wine tanks as a result of last season's run.

Citizens of Lindsey have repudiated the beverage known as "nearbeer" as it is considered to be as intoxicating as lager and bock. The city council has prohibited the sale. Soft drink sellers will take the matter into the courts, as they claim that the beer is "harmless."

Judge Finch of Willows has rendered a judgment against the raising of saloon licenses above \$400 per year and he has issued an injunction to prevent the city trustees from raising the license to \$100 per month.

The Ferndale Town Trustees on June 3d passed the ordinance raising the saloon license from \$200 to \$400 per year for this year and to \$600 next year. Saloons are to be closed Sunday nights at 6 o'clock and midnight other nights. Back rooms are abolished.

Voters of Sacramento county residing outside Sacramento city have decided that the sale of liquor shall continue in the country sections. One of the surprises of the election was the exception of Elk Grove, in the center of the winegrape growing district, which voted in favor of the drys. The liquor interests obtained most of their support in the Fifth District.

Howard and James Turner of Williams have purchased a saloon in Redding and will locate there for business.

At Lemoore Mr. John Elford of Parlier has purchased the saloon formerly conducted by Mr. J. W. Belknap.

Messrs. Reimer and Schmidt announce that they have taken over the winery of L. Fojada and company in Richmond.

## Americans as Beer Drinkers

**B**EEER is the most popular of American beverages. The per capita consumption in 1911 was 20.66 gallons, an increase from 1909 of 0.87 gallons.

The consumption from 1871 to 1880 averaged 8.79 gallons annually, rising to 13.21 gallons per capita from 1881 to 1890, inclusive. It then leaped from 1891 to 1900 to 17.12 gallons, increasing to 20.55 gallons from 1901 to 1910, inclusive, and reaching 22.79 gallons in 1911, a quantity reached in 1907 but never exceeded.

The following table shows the annual consumption of imported and domestic beer for the last ten years:

Year ending June 30.	Per Capita Gallons.	Total Gallons.
1902 .....	17.18	1,382,369,176
1903 .....	17.67	1,450,308,350
1904 .....	17.91	1,499,378,215
1905 .....	18.02	1,538,526,610
1906 .....	19.54	1,700,421,221
1907 .....	20.56	1,822,313,525
1908 .....	20.26	1,828,732,448
1909 .....	19.07	1,752,634,426
1910 .....	19.79	1,851,366,688
1911 .....	20.66	1,966,911,744

On the basis of 50 cents per gallon for domestic beer (of which 1,959,671,286 gallons were consumed in 1911), and \$1.00 for imported (of which 7,240,458 gallons were entered); consumers paid for beer in 1911 a total of \$987,076,101. During three years, 1909-11, there were 6,549,260,114 gallons of domestic beer, consumed, a yearly average of 1,849,753,371 gallons. The cost of beer for three years was \$2,774,630,057, an annual average of \$924,876,686.

The ministers and others in favor of a local option election in Fresno have decided to postpone all action until next spring. Ideas advanced at a recent meeting of the Anti-Saloon League caused a decision to avoid a fight at the present time.

Porterville is wrestling with the proposition as to what constitutes liquor according to the recent ordinance. The "near-beers" and other temperance brews started the trouble.

The city trustees of Eagle Rock have decided to allow the delivery of case lots of beer and other fermented liquors in that city for private family use and they have decided the ordinance accordingly.

Mr. John L. Swett, of the Exchange Saloon in Bakersfield, has bought the Monte Carlo in the same place and will assume possession July 1.

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## Consumption Of Domestic Wines

THE total consumption of domestic wines, in 1911, was 56,655,006 gallons, an increase from 1910 of 5,970,663 gallons. The following table shows the yearly consumption of all wines for ten years.

Year ending June 30.	Domestic Gallons.	Imported Gallons.
1902 .....	44,743,815	5,020,105
1903 .....	32,634,293	5,604,525
1904 .....	37,538,799	5,772,418
1905 .....	29,369,408	5,690,309
1906 .....	39,847,044	6,638,179
1907 .....	50,079,283	7,659,565
1908 .....	44,421,269	7,700,377
1909 .....	53,609,995	8,169,554
1910 .....	50,684,343	9,863,735
1911 .....	56,655,006	7,204,226

The above table shows an annual average consumption for three years of 53,649,781 gallons of domestic and 8,412,505 gallons of imported wines, a total of 62,062,286. A fair estimate of the cost of domestic wines is \$2.00 per gallon, making its cost \$107,299,562.

The average annual cost of imported wines for three years, 1909-11, was \$16,848,333, duty included, doubling which for cost of distribution at retail gives an annual cost for all wines of \$33,696,670.

This makes the total average yearly cost of wines \$140,996,232.  
—*American Grocer.*

## Alabama's Law Valid

HOPES of the Anti-Saloon League to see chaotic conditions prevail again in the State of Alabama were blasted when the Supreme Court of the State handed down an opinion on May 9th, declaring both the Parks law, which repealed the State-wide Prohibition statute, and provided for elections by counties, and the Smith model license regulation law to be constitutional. The Supreme Court holds that both laws are entirely valid, thus going even further than the lower court, which held the Parks law valid except as to one section. In its opinion upholding the laws, the court answers every contention made against their validity:

"It is held by the court that the separate passage of the bills does not affect their validity; that the bills do not delegate legislative power to the people; that they do not delegate legislative power to the Governor; that they do not grant unwarranted discretionary powers to the Excise Commission; that Section 27 of the Smith bill does not violate Section 77 of the Constitution.

"In the opinion of the court the Parks bill is a complete law within itself; there is nothing in the choice of systems that savors of allowing the electorate to make a law or to supplement a law; the Governor acted as an agent, and not with legislative power; the Excise Commission has executive power, but not legislative; inspection of a commodity is a part of the duty of the Excise Commission, and in the performance of this duty Section 77 of the Constitution is not violated.—*Louisville Bulletin.*

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Roskam, Gerstley & Co. Philadelphia Blends.  
G. & W. Canadian Rye Whisky.  
Schramsberg California Wines.  
Burke's Old Tom and Dry Gins.

Schlitz Milwaukee Beer.  
Sherwood Robin Hood Whisky.  
Mackenzie & Co's Spanish Sherries and Oporto Ports.  
Feist Bros. & Sons' Rhine and Moselle Wines.  
Houtman's Holland Gin in wood and glass.  
Anchor Brand New York Ciders.  
Schweppé's Soda, Sarsaparilla and Ginger Ale.  
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### Berkeley Bigots Still Rampant

IN order to carry on their campaign against the liquor traffic the white-ribboners of Berkeley are prepared to carry on a trade war with the city of Oakland. They propose to make Oakland firms that deliver liquor in Berkeley pay for licenses in Berkeley in order to help defray the "cost of repairing the streets." The members of the city council and the mayor are in accord. They are of the opinion that it is not right that Oakland firms should be allowed to deliver liquors in the "College City," using the streets without contributing a cent to their upkeep. Of course, the bigots do not really mean that it is wrong that the streets should be used by those who do not contribute to their maintenance. What they want to do is to deprive the Oakland merchants of their liquor trade with Berkeley. When unable to meet a situation face to face bigots are always ready to tackle from behind a mask of hypocrisy. Of course, the Berkeley bigots do not expect that Oakland will retaliate against discrimination affecting her merchants by making Berkeley merchants and others pay for using the streets of Oakland. They do not believe that Oakland will forget her liberality that far. If the example set by the Berkeley bigots were followed everywhere in this country the United States would soon be like Europe where nobody can enter a town or city with anything to sell without paying a tax. If the streets of Berkeley are to be maintained at the expense of those who use them the liquor sellers will not be the only people who will be taxed.

At a meeting held June 5 the W. C. T. U. of Berkeley decided to lead a boycott of all merchants of Oakland who deliver liquors in Berkeley. All articles of food for sale by those merchants are to be tabooed and anyone who does not act as the W. C. T. U. does is also to be tabooed. A list of those who buy goods from Oakland merchants is being made up. What will happen to the offenders can not now be guessed. Perhaps they will have to pay for a license to buy so as to pay for streets being used to supply them.

### Troubles Of Los Gatos

LOS GATOS again went dry and as a result it is threatened with a loss of its town marshal and fire department. The marshal has been chief of the fire department for 14 years and has always been on the wet side. In order to get rid of him the dries changed the method of installing the town marshal. Instead of being selected by the people that officer is now appointed by the town trustees. Two of the trustees are wets and for "Dick" Shore, the marshal, and two are dries and against him. The fifth is with neither side and acts as a means of deadlocking the town. The fire department has threatened to strike if Shore is not appointed. The town has borrowed trouble by going dry.

Every first-class liquor dealer should use a Pure Blackberry cordial LYONS' is the best. A trial will convince.

THE E. G. LYONS & RAAS CO.

### Origin Of The Famous Cinzano Vermouth

WE are very pleased to record the visit to the United States of Comm Alberto Marone, proprietor of the well-known firm of Francesco Cinzano & Co., of Turin, Italy. Mr. Marone, we are sorry to say, owing to unforeseen circumstances, was obliged to curtail his visit, but expects to return in the near future for a prolonged stay.

F. Cinzano & Co. are the largest producers of Italian vermouth in the world, which is one of the most important industries in Italy, and the rise of this firm, from the modest beginning in 1835 to the commanding position now occupied by them in the world's market, is simply phenomenal. Francesco Cinzano in the year above mentioned conducted a confectioner's store, and produced a vermouth in a small way, which he served to his customers. It proved such an excellent drink that its reputation spread, and he started to sell the vermouth on a larger scale. At that time the production only amounted to a few hundred gallons a year, but the fame of Cinzano vermouth became so widespread that its sales went up by leaps and bounds, and the introduction of it by Italians wherever they located gave it an international renown.

In 1867 Francesco Cinzano with a foresightedness born of his thorough knowledge of the business and the development which would necessarily follow, established himself at the royal domain, "The Moscatello," in the Muscatine grape growing district, which King Charles at one time intended to be the center for an Italian champagne, but the turn of political events in 1849 caused him to abandon his project.

With the increasing demand for this vermouth, Cinzano was obliged to continually add to his establishment, until at the present day it consists of a wonderful collection of buildings making an absolutely up-to-date enological establishment, completely fitted up with every modern machine and device for the handling and development of wines.

Francesco Cinzano was succeeded by his son Enrico, who died a few years ago, and the firm passed into the hands of his son-in-law, Comm Alberto Marone.

Comm Alberto Marone is a man of a wonderfully progressive character, guided by a thorough knowledge of business methods and intimacy with the vermouth situation, and under his leadership the business has grown to such a degree that in 1911 the sales of Cinzano vermouth reached the enormous figure of 99,000 hectolitres, equal to 2,615,330 gallons. The total of Cinzano vermouth exported from Italy represents about two-thirds of the entire exportation of vermouth.

Cinzano vermouth and Cinzano sparkling asti are popular in every clime from the frozen North to the sunny South, where its refreshing and tonic qualities make it most acceptable and appreciated.

Cinzano is recognized everywhere as a standard for vermouths, as it is made exclusively from high-grade white wines, which are over three years old, and to which are added the extracts of various tonic and aromatic herbs, giving that unsurpassed quality which no other vermouth possesses.

The general agents for the United States for the above are Messrs. Alex. D. Shaw & Co., who are conducting a very aggressive campaign in placing the Cinzano before the American public, and with their energetic force, the high quality of the vermouth and the splendid reputation of Francesco Cinzano & Co., ultimate success is assured.

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TONIC LAXATIVE

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Special attention given to auto parties and tourists.  
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**The Chronicle Bar****6 Kearny****San Francisco, Cal.**

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## OF INTEREST TO RETAILERS

### Coppa's Neptune Palace Opened

ON the 12th of June Mr. Joseph Coppa and those associated with him opened at the corner of Jackson and Kearny streets a restaurant which appears to be destined to be a permanent feature of San Francisco. The decorative effects are certainly such as to make it a sure prediction that the restaurant will have the popularity sought for and already deserved. Any one who enters the Neptune Palace will feel as though plunged into the realm of the God of the Seas. The general design of the place is that of a large cave partly partitioned off into numerous chambers by overhanging stalactites. As the coloring is blue with a white shading which suggests the foam of the sea, the effect of the illumination, which is very elaborately planned to meet all artistic requirements, is to make all the patrons feel as though they are the denizens of the ocean deeps, with the foam of the wild waves breaking high over them. Bowls full of gold fish are set on all the tables to add to the illusion. It is very probable that the fish are deluded into believing that they are in the realm of neptune.

The cafe is undoubtedly the most elaborate and unique that San Francisco has ever seen. It is an exact replica of cafes in Paris. The splendor of the cuisine, the amusement features and the decorative effect are not easily surpassed. The stage is large enough for the most elaborate productions and the dancing floor is the most spacious to be found in any similar place in the West. Under the direction of Mr. Coppa and the management of Mr. Kelly courteous and faultless service as well as novel and startling entertainment will be the order of the day in Coppa's Neptune Palace, a credit to San Francisco.

### Madera Will Remain Wet

ON June 8 the voters of Madera decided by a vote of 551 against 527 that they will retain the saloons. Women were present from the time the polls opened until they closed and they checked off the names of the voters as they polled. Many voters who had gone to the mountains and even to Nevada, returned to vote. The campaign had been a very lively one. It is understood that the anti-saloon forces, under the guidance of Mr. A. M. Drew, a Fresno attorney, who has been retained by the anti-saloon people, will contest the election on the ground that certain persons who were unable to read or write were allowed to vote.

The "wets" won because of the support given to them by the women. One-fourth the total tax of the city is paid by 155 women who are both residents and voters. The women realized that if the "blind pig" displaced the saloons their taxes would be greatly increased and they do not approve of the "blind pig" enough to pay so dearly for its support.

One of the results of the election has been joint action on the part of all the saloon-keepers to put an end to gambling and the playing of cards on their premises. To this effect ten out of the eleven retail dealers have signed a written pledge to not permit gambling in any form.

Blackberry is not used like whisky or gin—only in case of sickness, hence only the best should be dispensed. Insist upon LYONS' PERFECTION BLACKBERRY CORDIAL being used.

THE E. G. LYONS & RAAS CO.

### The Nation's Drink Bill Discussed

ELSEWHERE in this issue will be found the compilation for 1911 of the "Nation's Drink Bill" which is published every year about this season by the *American Grocer*. It is a highly interesting document, and although somewhat dry being mostly statistical, will well repay careful study. The total figures naturally are colossal, as any figures must be which purport to represent the daily habits of so many millions of people. But taken in comparison to other figures these are by no means overwhelming.

First of all, it is interesting to note the conclusion at which the *American Grocer* arrives from a study of these figures. It concludes the article as follows:

It appears that this prosperous nation is more and more favoring temperance in the use of spirits and using with greater freedom the mild stimulants with beer and coffee the popular beverage, the per capita of the former being 20.66 gallons and that of coffee 18.56 gallons.

The day will come when the use of spirituous liquors other than beer and wines will be a negligible quantity bringing with their abandonment a low tax rate, less of crime and misery. The progress to that desirable end is slow, but it seems to be steady and sure.

It means much when a paper like the *American Grocer* can bring itself to the point of admitting that the increase of the use of beer and wine is desirable for the reason that it will tend to diminish the beverage use of ardent spirits. The paper places itself in line with the scientific temperance people of the world by this acknowledgment.—*American Brewers' Review*, June 1, 1912.

Portland, Ore., reports market for hop contracts is more active, with Europe inclined to take hold. The latest deal in contracts was the purchase of 1000 bales of Louis Lachmund, representative of Paul R. T. Horst, the well-known buyer. The price mentioned was 25 cents a pound, which indicates the purchases under that figure are either for inferior quality or else for nominal amount.



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100 Proof  
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Preferred by particular people who appreciate the comfort and satisfaction of a perfect Havana Segar.

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TAMPA, FLORIDA



### The Sorrows of Santa Clara

THROUGHOUT Santa Clara County during the month of June there has been more trouble than any ordinary county deserves in the course of a single month. There have been elections and elections and no prospects at all that the troubles are ended even temporarily.

On the 7th of June Local Option elections were held in four supervisorial districts with the result that three of the districts decided to remain wet and the remaining one decided not to remain so. The election returns were not at all in accord with the predictions of the anti-saloon forces, who prophesied that the entire county would go dry. The wets were conceding two of the districts to the enemy and had considered the third as doubtful. They have reason, therefore, to congratulate themselves.

As a result of this election about 20 saloons, practically all of the roadhouse variety, will go out of business at the expiration of the statutory 90 days. All of these are located in the Fourth District.

One of the results of the election will be that licenses of many road houses will be raised until the places are forced out of business. Supervisors announce that they will prohibit dances and do away with side entrances to all the establishments. The supervisors propose to eliminate all the objectionable features of the roadhouses regardless of the election. As a start the license will be raised \$10 a quarter. Dancing will be taxed out of existence.

On the 20th another election was held and on this occasion Santa Clara decided to retain its saloons. The vote polled was unusually heavy, practically all the qualified voters casting ballots. The majority in favor of remaining wet was substantial enough to convince the "drys" that it will hold for some time. The campaign waged was a very lively one and nothing was left undone by either side.

In San Jose the anti-saloonists have commenced a series of prosecutions against proprietors of leading saloons. Charges have been presented against the Gas Kitchen, Chargin's Restaurant, the Liberty Hotel, the Bruna saloon and Vic Herrera's toward having their licenses revoked. Most of the charges are to the effect that liquor is sold in the places after one o'clock at night and in side rooms, back rooms and in boxes. Ten other saloons are also to be attacked.

### New Incorporations

ACKERMAN BREWING ASSOCIATION of San Francisco, Cal., organized by Ph. Ackerman, Jr., formerly of the Senn-Ackerman Brewing Company, Louisville, Ky. The new brewery is to be erected in the city of San Francisco.

The Portland, Oregon, *Telegram* says: Reports of hops being offered and sold at 37½¢ delivered to brewers are not denied by market interests, but it is generally believed that the contracts call for poor quality and with only firm offerings at that figure, because other dealers who are offering quality have been able to sell to the same beer makers at 43¢ to 43½¢, and even higher.

### Modesto and High License

ON the 28th of May a petition for the initiative high license ordinance for Modesto was filed in that city. As a result of this quite a controversy has been brought about, the persons principally involved being Messrs. Henry G. Turner and F. E. Johnston. The clause in the proposed ordinance which is the cause of all the discussion is as follows:

"For each saloon, barroom, bar or other place described in Section 1 of this ordinance in which any female acts in the capacity of a dancer, bartender, waiter, actress, singer, solicitor of custom, servant or plays upon any musical instrument or is employed with or without compensation the sum of \$500 per quarter."

Mr. Turner is in favor of the prohibition of the employment of women in barrooms but Mr. Johnston claims that prohibition would be unconstitutional and he quotes Section 18 of Article I of the State Constitution as follows: "No person shall on account of sex be disqualified from entering upon or pursuing any lawful business, vocation or profession."

### Who Would Have Thought It!

FRESNO press dispatches of the other day say "The five supervisorial districts in this county (Fresno), outside of the incorporated cities, went dry yesterday by decisive vote, as high as ten to one in some instances. When one remembers that the principal industry in Fresno county is grape growing and a large proportion of the grapes grown are sold by the growers to the wineries, revenue from which supports a large number of the people in Fresno county, the above dispatches read rather peculiarly to say the least. It must be that the Fresnoites believe very sincerely in not letting the left hand know what their right hand doeth.

It would seem that the advocates of a new order of things have overlooked entirely the exceedingly effective and resultful course of proper regulation of things undesirable and have themselves become extremists in as disastrous a way as the people who have produced the situation which has seemed to the prohibitionists (and we think also to all the balance of the decent part of every community) as undesirable.—*California Fruit Grower*.



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Not the "Iron  
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but the "Wire  
Bound Bottle"



Good whiskey is  
every persons good  
friend. To prove it,  
say you try "A  
drop of old I. W.  
Harper! There!  
Opinionated? Well,  
well, how do you  
like the 'taste that  
tempts.'"

Consumers as a class are suspicious people—  
maybe they have a right to be—but suspicion  
gives way to the *Supremest Confidence* when the cus-  
tomer is offered this original bottling of *Peerless*

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**HARPER**  
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### About the East Bay Cities

A SPECIAL election will be held in San Leandro on the 29th of July on the proposition of increasing the local liquor license fee from \$75 to \$150 per quarter year and to have clear transparent glass placed in the fronts of saloons. The procedure is being taken under the initiative and referendum law. A lively fight is expected.

Messrs. Looney and Bockman of San Francisco, as representatives of a large eastern distillery company, have been looking around Richmond with the object of establishing a whisky and brandy distilling plant. The cost of the plant is expected to be about \$70,000 and its erection will take place at an early date. Samples of water have been secured for test purposes and the plant will be located at the point where the best water can be obtained for the purpose of distilling liquor from grain.

Richmond is to have a wholesale liquor store which will be started by Stephen Detlow, formerly with the California Wine Association. Mr. Detlow will begin business at Macdonald and Third streets where he is installing and equipping. Mr. Detlow will make a specialty of the products of the California Wine Association while at the same time he will carry everything in the wholesale liquor line.

### San Rafael Elects "Wet" Charter Board

MAY 29 the ten candidates on the Merchants' League ticket were elected to membership on the board of 15 freeholders chosen to prepare a charter for the city. The ten stand for a "wet" town as at present maintained. Five Socialist candidates will make up the balance of the board. The Civic League, which stood for a "dry" town, was defeated. Heretofore the city has been under the borough system of government.

At a meeting on the 18th of June the City Council of Vallejo decided that W. R. Acock was not entitled to a renewal of his license to conduct the Waldorf saloon. The council ordered it suspended as a result of the shooting of Joseph Workman in the place on the 8th.

### National Beer in Great Demand

A VERY brisk business is being done by the National Brewing Company. According to Manager Hansen of the bottling department the capacity of the plant is being taxed to its utmost to supply the demand.

"Since we commenced bottling," Mr. Hansen says, "our business has expanded as never before. There are some days during the present period when the brewery is completely cleaned out of stock by the demand, not a case of beer being left on hand.

"Beyond the installation of a new conveyor we have not made any improvements on the plant. Everything is going on as satisfactorily as ever, and that is all that can be desired."

Improvements in the quality of the National's product are out of the question as that product has long since attained an excellence which can be surpassed but little, if at all.

### The Noted Carr Bar at Fifth and Market Streets Opened

THE Carr saloon, at the southeast corner of Fifth and Market streets, over which a great fight was made to prevent the issuance of the license, was opened on the 22d inst. It is one of the most handsomely fitted bars in the city and will certainly be given a large patronage by reason of its excellent service and location. This corner has been occupied as a retail liquor place since the early days of the city. There seems to be some doubt in the minds of certain people whether or not the license will be renewed at the end of the first quarter, but the proprietors give evidence of their confidence in their position by the lavish expenditure of money in outfitting the place.

George Moenning, who recently purchased the Davis Buffet at the corner of Market and Davis streets, this city, finds business fairly good considering the season and conditions generally. T. B. McGimsey is the efficient manager of the Davis. The Davis is well known for its fine class of bonded goods and the particular excellence of the mixed beverages, which are made to perfection at this place. The Davis is in one of the best locations in the city.

Mr. J. C. Raas, president of F. G. Lyons & Raas Company describes the outlook for the product of Maraschino cherries as being exceptionally bright. "Cherries this year," says Mr. Raas "are much better than they have been for some years past. The price paid for them is higher than in the past few years but that is a small item when the quality is considered. We are now making the season's pack and have every reason to believe that it will prove a favorite one with the consumers."

WE HAVE NOTHING TO OFFER THE TRADE, EXCEPT

**Fine Goods, Square Prices  
Honorable Dealing**

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**"Castlewood" Bourbon and Rye**

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MERCHANTS LUNCH 11 A.M. to 2.30 P.M.

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105 Montgomery St. : : : Near Sutter St.

"Only the Best the Market Affords"

Cuisine and Service Excellent



ORIGINAL

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J. COPPA, Proprietor

Pine St. Bet. Montgomery  
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Music Evenings

SAN FRANCISCO

# E.H. Taylor Jr. & Sons

INCORPORATED

THERE IS NO SUCH CARE OBSERVED IN THE MANUFACTURE OF ANY OTHER WHISKEY, IN OR OUT OF AMERICA, AS IS OBSERVED IN THE MANUFACTURE OF

## Old Taylor

IT IS MANUFACTURED AT GREATER COST THAN IS ANY OTHER WHISKEY.

IT IS THE LEADING BEVERAGE WHISKEY OF AMERICA.

IT IS IN A CLASS BY ITSELF.

TO NAME IT IS TO PRAISE.

FURTHER PRAISE WOULD BE

"TO PAINT THE LILY—TO GILD REFINED GOLD."

Frankfort, Kentucky.

# BANK EXCHANGE

HOUSE FOUNDED 1853.

Back at the same old  
stand; same old goods;  
same excellent service.  
The fire did not get me.

I import  
Famous Old Campbeltown  
SCOTCH WHISKY  
Pisco de Italia, Madeira  
Wine  
Sazerac de Forge & Sons'  
Brandy  
DUNCAN NICOL

S. E. CORNER MONTGOMERY AND WASHINGTON STS.  
SAN FRANCISCO

## THE OLD RELIABLE

1871 GATO 1871

# CLEAR HAVANA CIGAR

S. BACHMAN & CO. (Inc.)  
DISTRIBUTERS

**LASH'S BITTERS**  
TONIC LAXATIVE



## Annual Meeting of the Grape Growers of California



THE annual meeting of the Grape Growers' Association of California was held in the Assembly Hall of the Monadnock Building on Saturday morning, June 22nd. President E. M. Sheehan presided over the gathering that included many of the best-known wine men and grape growers in the State.

In summarizing the work done by the organization during the past year, the secretary, H. F. Stoll, referred to the obstacles which confronted those opposed to local option. He added:

"The Anti-Saloon League, on the other hand, have all the ministers as their active assistants, have a dozen professional speakers at their disposal and plenty of business men from dry towns to go into every nook and corner of a supervisorial district.

"To show how they start the ball a-rolling, let us take Monterey County, where the Rev. Dr. Gandier is now agitating. He is touring the whole county with two entertainers in an automobile. He is holding morning, afternoon and evening meetings in every town, village and hamlet, and in this way will easily stir up enough people to secure the necessary signatures for either a local option or a county initiative election.

"In fact, it looks as if the Anti-Saloon League would attempt to dry up a large amount of territory through the county initiative between now and November when the local option law will again serve their purpose, if they desire to use it. It is rumored that the 'drys' encouraged by their success in the Sebastopol district of Sonoma County, are preparing to invoke the initiative to bring about a 'wet' and 'dry' election throughout the county. Headquarters are to be opened at once in Santa Rosa and a vigorous campaign will be waged by the 'drys.'

"The elections in the First and Second districts are regarded as merely preliminary skirmishes, designed to test out the strength of the contestants in their respective strongholds. As the 'wets' polled a majority of 254 in the First district against a 'dry' majority of 418 in the Second, the Anti-Saloon League think they will be able to win easily. They are anxious to concentrate their energies on Sonoma County because they know their greatest opponent at the coming session of the legislature will again be Senator L. W. Juilliard of Santa Rosa and they are anxious to discredit him by showing that the grape growers and wine men are not opposed to local option, as he claims, but on the contrary have voted for the law. And they have several good examples to back up their contention. I refer to the five Fresno County supervisorial districts which went overwhelmingly in favor of 'no-license,' and Stanislaus County which, under the initiative went dry in all five districts by a big majority.

"Other viticultural sections that have voted dry under local option are the Tehama County districts, including Vina, where is located the large Stanford vineyard; the San Marco and the Escondido valley sections in San Diego County; two districts in Santa Clara County, and two districts in Madera County.

"In the northern and bay counties districts of California the showing was very much better. For example, on April 8th, Cloverdale, just above Asti, out of a total vote of 345 went wet by a majority of 105 votes or nearly two to one. A strong protective grape growers' association was launched there just before the election, and with the assistance of addresses by Senator L. W. Juilliard, Mr. Andrea Sbarboro and your secretary, a decisive victory was won.

"On April 10th, the city of Richmond also voted on a drastic wet and dry initiative ordinance. One of the principle assets

of the city of Richmond is the California Wine Association's great plant at Winhaven, and the voters of that town realizing that this important concern would not even be able to allow visitors to take a sip of their wine when inspecting the plant, defeated the prohibition measure by a majority of 1071.

"The city of Madera was the seat of a bitter fight and there is no question but that the excellent address delivered by Mr. Sbarboro in the Chamber of Commerce rooms on the eve of election did much to keep this town in the license column. The wet majority was only twenty-four votes, but it showed that the time and money expended was well spent, for had we not waged an educational fight it would surely have gone dry.

"The excellent majorities polled in the supervisorial districts of Alameda, Contra Costa and Sacramento counties are also to be largely attributed to the active interest taken by leading wine makers and vineyardists in those sections."

Referring to the work done at Washington, D. C., to oppose the Webb-Kenyon bill, the secretary said:

"And right here it may be well to say that we must keep an eye on national legislation, for often it has a direct bearing on the prosperity of our viticultural industry and in many cases is intended to supplement the prohibition work done here at home.

"For example, the Anti-Saloon League is constantly announcing that its object is not to interfere with the individual rights of the citizen, but only to wipe out the saloon. It claims to have no objection to drinking in the home or offering friends liquor as an act of hospitality.

"And yet their national organization has been moving heaven and earth to put through the dangerous Webb-Kenyon Bill in Congress. This measure would absolutely prohibit the shipment of wine into dry territory, either in a city, county or State, if it could be shown that it was intended to be used contrary to the laws or ordinances of the State or city to which it was destined. So persistent and powerful were the prohibitionists and Anti-Saloon League in their efforts, that the Grape Growers' Association of California last March, at the request of several of our representatives in Washington, D. C., sent a delegation to the National Capitol, consisting of Senator L. W. Juilliard, Andrea Sbarboro and E. C. Priber to explain to the Judiciary Committees of the House and Senate how harmful this measure would prove to our Viticultural Industry.

"Our delegation were given respectful hearings and they succeeded in having additional hearings by other viticultural interests continued through several months, with the result that the bill has practically been shelved for this session, although we are warned that next session renewed efforts are to be made to get Congress to take a stand on this measure.

"From the foregoing summary, it must be evident to every winemaker and grape grower that there is ample need for a protective Grape Growers' Association, whose aim shall be to educate the people so that they will not encourage legislation adverse to the wine industry of this State."

It was unanimously decided by those present that an effort be made to raise \$20,000 this year. Mr. Hanson, in behalf of

Insist upon Lyons' Perfection Blackberry Cordial. The best on the market. Used for medicinal purposes only.

THE E. G. LYONS & RAAS CO.

the California Wine Association, Lachman & Jacobi, Italian-Swiss Colony, C. Schilling & Co., and Geo. West & Sons announced that these five firms would contribute a dollar for every dollar paid in by outside wine and grape interests to the extent of \$10,000. It was left to the Finance Committee of the Grape Growers' Association of California to fix the contributions of the winemakers and grape growers to raise the necessary funds.

The following officers were elected for the ensuing term:

President, E. M. Sheehan; Vice-President, C. J. Wetmore; Treasurer, Frank A. Busse; Secretary, H. F. Stoll; Executive Committee, E. M. Sheehan, C. J. Wetmore, Frank A. Busse, H. F. Stoll, C. H. Wentz, Herman Blatz, Theo. Gier, E. C. Priber, Wm. Wehner.

### Club Women and Political Economy

THE Wisconsin delegates to the international convention of women's clubs which is being held in San Francisco have taken advantage of the opportunity to distinguish themselves by presenting to the convention a resolution indorsing preferential primary on the liquor question.

As showing the extent to which the ladies would reduce the resources of their Uncle Samuel it may be stated that the government of the United States derives through internal revenue from the traffic in spirits the sum of \$155,000,000 in round numbers and from the traffic in fermented liquors the additional sum of \$65,000,000 per year. The cost of the American army per year is in round numbers \$93,000,000 and that of the navy is \$126,000,000. Uncle Sam, therefore, derives from the liquor traffic just \$220,000,000 a year and he spends on his military organization just \$219,000,000. It would appear, then, that if we do without liquor we must dispense with the army and navy or place the burden of the army and navy on those who consume something besides liquor.

Of every \$12 that the United States government collects in internal revenue \$11 comes from the liquor trade. Will the ladies behind the resolution guarantee to find the \$11 for Uncle Sam or have they really overlooked that little item? Certainly Uncle Sam can not afford to overlook it. With all the political experiments he is called upon to face he has to be sure of a little ready cash.

The ladies should also consider that the value of liquors manufactured in the United States yearly is \$1,030,000,000. When people wish to be taken seriously they should show that they are equal to all emergencies. The nation as a whole is not considering prohibition seriously. If it were the questions indicated would be under discussion. For this reason the ladies should realize that they are not making the most of their time.

### Pomace Wine Ruling Continued

ELSEWHERE in this issue, under the heading Internal Revenue and Customs Rulings, will be found the order of the Commissioner of Internal Revenue with reference to the making of pomace wine. This order extends the provisions of law relative to the manufacture and use of pomace wine until April 4, 1913, pending action of Congress on the subject.

James J. Cassidy, a saloon keeper of San Francisco, has filed a petition in insolvency, his liabilities being \$8882 and his assets \$3800.

The following persons of San Francisco were fined \$100 for selling liquor in San Francisco without licenses by Judge Shortall, June 19: Peter Sammios, Abe Cavadias, George Demestiatas, Harry Giogenes and Gus Gasios. Note the names.

### Mr. C. J. Wetmore Speaks of Conditions

THE outlook for a large crop of grapes in Alameda County is not very bright, according to Mr. C. J. Wetmore, of the firm of Wetmore-Bowen Company. "The rains, says Mr. Wetmore, "have not been copious enough to saturate the ground sufficiently to make a large crop. At the present time the grapes are about the size of buckshot. If there should be much continuous hot weather in July and August, the grape crop will be much less than normal. The soil has received less than half the moisture of former years and if much of what it has received should leave it under a warm spell the results will be a crop of undersized grapes. Some benefit has been derived from the rains which have recently fallen but not enough to offset the effects of the scant rain of the season. Under the most favorable conditions that may be expected more than two-thirds of the normal crop of grapes cannot be reasonably hoped for.

"About this time of the year business is not brisk as the consumers change their demand to suit the weather. But business is fair and prospects are that it will continue so."

## HOMEPHONE PRAISED

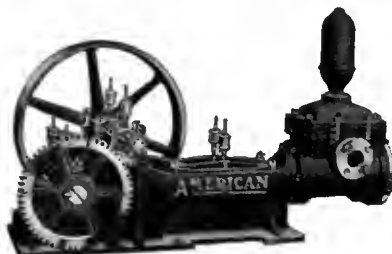
A new subscriber writes the Home Telephone Company under date of October 28, 1911.

"Please install a phone at my home. I did not know anything about the good points of the Homephone and was rather prejudiced against it until I began using it in my office. I use it all the time now, not only in phoning around the building, but getting outside numbers, because it saves me time and trouble. The Homephone delivers the goods.

"You know the burners of candles rioted in London about 500 years ago when gas was introduced. Most of us object to changes. Possibly that is the reason why I am so late in ordering a Homephone."

**Bay Cities Home Telephone Company**  
333 Grant Avenue

## MARSH and AMERICAN POWER AND STEAM DRIVEN PUMPS



**Wine Pumps**  
**Air Compressors**  
**Tank Pumps**

LARGE STOCK CONSTANTLY ON HAND  
**SIMONDS MACHINERY CO.**  
12 and 14 NATOMA ST., (near First St.) SAN FRANCISCO

# — MARKET — CONDITIONS

## Crop Outlook

**T**HE vines throughout the various districts are doing as well as could be expected by reason of the shortage in the seasonal rainfall. Where the precipitation was the greatest and late in the season the promise is for a fairly good yield, but as pointed out elsewhere in this issue, by the recognized viticultural expert, C. J. Wetmore, if the vines are subjected to continued excessive heat in July and August, the crop will be very materially shortened. It is to be hoped that the weather gods will not allow the temperature to go too high.

**D**RY WINES:—There is nothing of especial moment to be said. This is the season for the falling off in demand because it is the time of year when the malt beverages have their innings. Shipments for the month ending June 20th were 1,175 cases, and 616,412 gallons, valued at \$205,120. These figures are very considerably below those of a year ago. There are several valid reasons for this comparative falling off, the principal of which are the general dullness of the presidential year, industrial disturbances and the tremendous floods in the Southern States, which absolutely cut off a large demand.

Imports during the month were 3013 cases, 37 barrels, 145 octaves, 86 cases, 5 hogsheads, 1 butt, 36 kegs and 27 eighth casks.

**B**RANDY:—The market remains unchanged. The exports by sea were small. The totals were 98 cases, 637 gallons, valued at \$1,774. The production in the three districts, during May was 18,478.7 tax gallons. There remained in bond May 31st, 1912, 2,784,734.2 tax gallons.

Imports by sea during the month were 958 cases, 20 barrels, 6 octaves, 57 casks and 2 hogsheads.

**W**HISKY:—With few exceptions the trade report June business lagging and unsatisfactory. This applies not only to the city, but the country. So far as the metropolis is concerned, this is the time of year when the duller trade is to be expected, because the great army of spenders usually goes for its summer outing with the beginning of June. This with the quietness in the labor market, explains the situation.

Exports for the month ending June 30, totaled 624 cases and 8,098 gallons, valued at \$25,628. Miscellaneous exports were valued at \$8,396. Imports of whisky by sea were of large volume, the totals being 11,940 cases and 447 barrels, 96 casks, 40 octaves and 4 hogsheads. The imports of gin were also of good volume, the figures being 7,492 cases, 50 barrels and 4 casks.

**I**MPORTATIONS:—About all that can be said of the importing business is that while orders very largely outnumber those for the same period last year, the aggregated volume is not sat-

isfactory, as buyers still continue to operate on the hand-to-mouth basis. It is confidently asserted by representative men in the trade that it is only a question of a short time when this feature of buying will change to the old style of buying in volume. Appearances certainly warrant the prediction that this State is to enjoy great prosperity during this fall and winter. Importations during the month were of good volume, as will be seen by the totals herewith:

**I**MPORTS BY SEA:—Wine, 2864 cases, 37 barrels, 137 octaves, 82 casks, 3 hogsheads, 1 butt, 36 kegs, 271/8 casks; Whisky, 11,899 cases, 447 barrels, 96 casks, 40 octaves, 4 hogsheads; Gin, 7,442 cases, 50 barrels, 4 casks; Brandy, 903 cases, 20 barrels, 60 octaves, 57 casks, 2 hogsheads; Beer, 976 cases, 276 barrels; Mineral Water, 2,014 cases, 30 casks; Spirits, 50 cases, 5 octaves; Sake, 477 cases, 703 casks; Kimmel, 50 cases; Vermouth, 922 cases, 11 casks; Absinthe, 375 cases; Rum, 76 cases, 5 barrel, 55 casks, 22 octaves; Benedictine, 150 cases; Ginger Ale, 100 cases, 277 barrels; Cider, 50 cases; Amer Picon, 250 cases; Fruit Juice, 409 cases, 1 cask, 1 hogshead; Grape Juice 28 cases; Cordials, 161 cases, 1 barrel; Champagne, 999 cases; Bitters, 278 cases; Punch, 55 cases; Liquors, 893 cases, 20 casks; Stout, 340 cases, 1,140 barrels; Ale, 80 cases, 229 barrels.

**I**MPORTS BY RAIL IN BOND:—Miscellaneous, 50 cases; Vermouth, 25 cases; Gin, 50 cases; Beer, 385 cases; Brandy, 55 cases, 1 octave; Champagne, 1,055 cases; Wine, 149 cases, 8 octaves, 4 casks, 2 hogsheads.

**B**EEER:—Business is in full swing and with the exception of San Francisco, where the weather has been more on the hot drink order than any other, the demand is active. In some cases brewers of very popular brands report difficulty in promptly meeting the demand. As the weather sharps predict a long spell of excessive heat, we may look for more lively times among the beer drinkers of San Francisco. Exports by sea for the month were of fair volume, the totals being 1266 packages valued at \$9,822. Imports were 1381 cases, 276 barrels.

**BUSINESS BETTER THAN EXPECTED.**—Mr. John Christianson, of the California Wine Association, has found business in June exceptionally good. "It has proven to be much better than we had expected," he says. "The trade in the interior of the State of California has not kept pace with that in San Francisco and the East, but that might be because the pace set has been too fast. As far as can be seen the only section where improvement in business conditions is needed is in the interior of the State so far as we are concerned. Elsewhere conditions are satisfactory. The association is not at present making any extensive improvements. A warehouse is being built at Winehaven but beyond this constructive work is at a standstill for the time being.

## Wine and Brandy Agency Wanted

**WANTED**—The exclusive agency for the Eastern States for a good reliable Wine and Brandy House. I am well acquainted and will give best of references. W. BLECH, 109 West 103rd Street, New York City.

**Beginning July 1st, 1912, subscription price of the REVIEW will be \$3.00 per year. See page 26**



## SEATTLE AND NORTHWEST NEWS

It has been found that the judicious regulation of saloons in Spokane has resulted in a general improvement in the public deportment of the city. During the first five months of 1912 the total number of arrests for the city was 2067 or 549 less than during the corresponding period of last year. During the past six weeks there have been days when not a single arrest has been made for drunkenness. This state of affairs is due to the care that the saloonkeepers are paying to the order against selling to drunken men. The rarity of intoxicated men on the street is being noted by visitors from Eastern cities.

The Supreme Court of the State of Washington has decided that the ordinance of the City of Tacoma against treating is not in conflict with the constitutional rights of saloonkeepers. The decision is the outcome of the case of the City of Tacoma against Gus W. Keisel, a saloon keeper who was charged and convicted with having sold liquor to two persons paid for by but one.

Chief of Police Al Callahan of Bellingham, Washington, has issued advice to the drug stores that malt extract is considered officially as having the prohibited amount of alcohol and can only be sold as a medicine.

The town council of Wapato has passed an ordinance creating a saloon district in the town and has notified all saloon keepers to move to the new district before August 15.

More arrests have been made at Wenatchee, Washington, during the past month than during any similar period prior to the time the town went "dry." Another election on the saloon question is looked for.

The case against Hampton and Johnson, charged with carrying liquor into the prohibited district of Colfax is still pending.

Federal Labor Union No. 12,222 of Spokane has formed an alliance with the anti-saloon league. This is in consequence of the decision of the Supreme Court in favor of the contractors of Spokane who fought the \$3 a day official wage of the city. The union blames the Chamber of Commerce for the overthrow of the \$3 a day wage scale and is seeking revenge by putting the saloons out of business. Attempts are being made to secure the co-operation of the building trades unions.

It is not expected that there will be any fight in the State Legislature of Washington between the wets and the dries. The dries have decided to submit all questions to the direct vote of the people.

Governor West of Oregon has taken steps to place the bur-

den of the insane on the saloons on the ground that the liquor business is responsible for a large per cent of the insane in the asylum. The governor intends later on to have the saloons pay for the morphine fiends and other wrecks. He is laboring for the passage of a law by the State Legislature when it next convenes.

The Anti-Saloon League will ask the Oregon lawmakers to pass a law taking from the county courts the right to grant liquor licenses in the country district. A strenuous campaign is to be waged in a number of cities throughout the State prior to the local option elections soon to be held.

At Roseburg, Oregon, Robert Conner, one of the wealthiest men in the town, has been sentenced to 30 days in jail for selling liquor on the bootlegging basis.

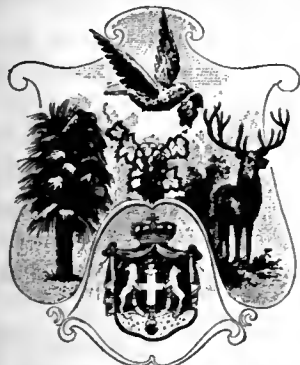
May 29, Bonner County, Idaho, went wet by a majority ten times as large as two years ago.

Other towns that rolled up wet majorities in Idaho were Boundary, Colburn, Dover, Kootenai, Naples and Blue Lake. Bonner's Ferry gave the wets a majority of 54. At Hope the election was close, the dries getting 108 and the wets 107.

The triumph of the wets in converting Bonney county from dry to wet has been entirely due to the blind pigs. It is understood that the county officers did all they could to keep the county dry, but the blind pig existed in spite of them. While the county had its revenue reduced the public was not benefited by any improvement as far as the elimination of intoxication was concerned. Saloons will open again July 1.

### Fredericksburg Now Bottled at Brewery

Attention is called to the new advertisement of the Fredericksburg Brewery, which appears on page 6 of this issue. The brewing company have found it advantageous to return to the bottling of their own beers instead of having it bottled by a bottling agency. The change is a satisfactory one and will no doubt be fully appreciated by the consumer. Fredericksburg beer has been a household word in California since 1867, when the brewery was established in San Jose. The bottling is done under the most modern methods and the result is a fine, appetizing and very effervescent beer. The demand is constantly growing and the brands should be in the hands of every dealer.



OWNING ITS OWN BRANDS  
AND CONTROLLING THE OLD ESTABLISHED  
BRANDS OF  
LAS PALMAS WINERY & DISTILLERY  
LA PALOMA WINERY & DISTILLERY  
LODI CO-OPERATIVE WINERY  
ELK GROVE VINEYARD ASSOCIATION

FROM  
THE  
VINE  
TO  
THE  
TRADE

## California Wineries and Distilleries

TOWNSEND AND FIFTH STREETS, SAN FRANCISCO

### GROWERS AND DISTILLERS OF PURE WINES AND BRANDIES

Special Inducements Will Be Made, on Request, to

Large Handlers of Wines and Brandies (Any Proof)

# LOUISVILLE DEPARTMENT

G. D. CRAIN, JR., Regular Correspondent, 305 Keller Bldg., Louisville, Ky.

LOUISVILLE, Ky., June 25.—Now is the time when the liquor trade of Kentucky rests on its oars for sixty or ninety days. The distillers have very little to think about in the way of immediate business. The chief concern of the trade is with the national political struggle and the prospect for an easy grain market and other equitable industrial conditions next fall when the time to open the 1912-1913 season arrives. July and August in themselves, however, are months when the whisky men are up and away to the seashore and mountains in company with thousands of other Kentuckians, who surrender to the heat.

The liquor interests of this section are but passively interested in the political situation, not even as much so, in fact, as they were a few years ago, when the Prohibition boom ascended for the first time. The aspirations of the Prohibitionists, of course, have been met fairly and have been punctured so as to leave them entirely without inflation. It has not been a case of liquor militant, Blue Grass distillers assert, in the defeat of the teetotalers, for the cause of the latter has succumbed through chronic inanition. In the clash of the "wets" and "drys," the former contingent has had its way because of natural demand all over the country.

The only reason that the distillers have for wishing that the political strife of 1912 might be over at once is that general business would settle in this event. It may not be denied that the backward spring and the prospective presidential election have coupled to unsettle commercial and industrial enterprises in many sections of the country. This state of affairs has tended to decrease whisky consumption even below the minimum usually established during the warm weather months, and consequently it cannot be remedied too soon to meet with the approbation of the distillers. And the passing of the election seems to be the only factor promising an adjustment of general conditions.

The official statistics as to the Kentucky whisky crop of 1911-12 have not yet been compiled by the Federal authorities. The report of the Government as to this feature of the trade will probably be forthcoming in the middle of August. The bonding of the last portions of the season's output is just now being completed.

Trade statisticians have estimated, however, that the production of the season just closed approximates 42,000,000 gallons. This total is but 4,000,000 gallons short of the 1910-1911 crop, which, as is well remembered in the trade, broke all records in the Blue Grass distillery trade. The feature which the distillers are earnestly pulling for at present is that the percentage of increase in consumption during the next four or five years will continue to expand in the gratifying fashion it has demonstrated during the past few years. In this event, it seems practically assured that withdrawals after the present crop has aged will be of sufficient proportions to keep the market stable and free from signs of the over-production which has been feared this season and last. Even now there is noticeable shortage in certain ages of stock which have met the heavy withdrawals of the past couple of years.

At that, it is probable that the 1912-1913 operating season will start later than usual in the Kentucky trade. Although some members will undoubtedly forge to the front early in October, producing a capacity-limit mash daily, it is the opinion of authorities in the field that the season will not be in full swing by any means until December. Just what the grain

market will offer to the distillers is problematical. The high prices on corn and rye a few months ago affected operations considerably, and it is upon the crop returns of the present summer that the hopes of the Blue Grass producers depend. The weather which the grain belt is enjoying at present is uniformly favorable, and promises to compensate materially for the deficits of this same factor earlier in the year.

In view of the fact that the official pronouncement of the public hereabouts has labeled July and August as prime vacation months, the Louisville liquor trade has suspended its weekly luncheons, which have been a popular and strong influence with the distillers, rectifiers and jobbers during the active season of 1911-1912. The trade is delighted with its policy of meeting regularly to talk business, however. The only reason the sessions have been suspended is that it is so warm and golf and baseball are in the air to such an extent that attendance is recruited with difficulty for anything short of a swimming party. But it is assured that the opening of the busy season next fall will see the resumption of the Tyler luncheons, for the spirit of organization is surging through a branch of the liquor trade which has just tasted the fruits of successful endeavor along co-operative lines. The distillers say that an over-production scare might have spread in the Kentucky fraternity during the season just passed if everybody had not had an opportunity to find out just how he and his neighbors stood when the weekly meeting was called. And besides, a distiller enjoys a splendid lunch and a good story as well as anybody.

Richard E. Wathen, the newly-elected president of the Kentucky Wholesale Liquor Dealers' Association, and president of the R. E. Wathen & Company, has returned from an extensive trip through the East which occupied about a month. Mr. Wathen visited Boston, Philadelphia, New York, Syracuse and other Eastern points and has reported that the outlook is for a very fair season in this market.

J. B. Wathen, Jr., son of a veteran Kentucky distiller and a brother of Richard E. Wathen, has been elected to the presidency of the Old Grand-Dad Distilling Company, a subsidiary corporation controlled by R. E. Wathen & Company. Mr. Wathen, Jr., succeeds M. A. Wathen in his new position. M. A. Wathen, a brother of J. B. Wathen, Sr., died a short time ago in Columbus, O., following an illness which overtook him while he was traveling.

Saunders P. Jones, of Paul Jones & Company, with Mrs. Jones and Miss Lucy Jones, recently left for Narragansett Pier, R. I., where they will spend the summer at the Jones cottage. Warner Jones, son of Saunders P. Jones, who is now actively associated in the management of Paul Jones & Company, will join his family at the Pier later in the summer.

The finishing touches upon the big new warehouse of the Kentucky Distilleries & Warehouse Company, in Crescent Hill, are being applied and the structure will be ready for use in early fall. The K. D. & W. C. storage plant is one of the biggest in the country and is erected along the most approved lines. It cost more than \$100,000 and a single item was 4,000,000 brick which were required in its construction. The new warehouse is representative of a new type in its class.

T. M. Gilmore, of Louisville, president of the National Model License League, recently branded as false a press report which had been circulated, purporting to come from the New York Produce Exchange, to the effect that 60 per cent of the 3,700,000 bushels of corn produced in this country last year

went to distillers and brewers to be used in the production of liquor. This feature, said the report, is responsible for the high price of poultry, beef, eggs, breakfast foods and the like.

"I cannot believe that such a statement as this came from the New York Produce Exchange. It is my opinion that it has been 'worked off' on the public by one of the press agents of the Anti-Saloon League," said Mr. Gilmore. "Approximately 172,000,000 gallons of whisky were produced in the United States last year and, for this crop, approximately 80,000,000 bushels of corn and about 8,000,000 bushels of rye and barley malt were used. Consequently, it is evident by simple mathematics that, if 3,700,000,000 bushels of corn were produced last year, less than 1 per cent of the crop went to the distillers. The liquor trade pays well for its grain, furthermore. On account of the prospective high prices in 1913, when the nub-end of the season comes along, I do not expect that Kentucky's whisky crop will exceed 20,000,000 or 25,000,000 gallons for the last half of the distilling period."

Bernard Bernheim, of the Bernheim Distilling Company, was recently elected to the directorate of the Kentucky Wagon Manufacturing Company, of this city, a concern which is said to operate the largest plant in the world exclusively for agricultural vehicle manufacture. The company is planning extensive operation in the electric commercial car field.

A disastrous fire in the big Main-street establishment of S. Grabfelder & Company, well-known distillers, was narrowly averted a short time ago through the prompt action of John Beck, a Postal Telegraph messenger. The youngster was passing the Grabfelder bottling room on his bicycle at 2 o'clock in the morning when he saw flames playing about a third floor window. A prompt summons sent by the lad for the fire department brought aid in time to quench the fire in its incipency.

The price-cutting war which is said to be raging between the

spirits producers of Terre Haute, Ind., and those of Peoria, Ill., is interesting Kentucky rectifiers extremely. Terre Haute, which is only a few hours' ride from Louisville, ranks as the second largest spirits-producing district in the United States, being next to the Illinois center in prestige.

"We are in the midst of the worst spirits war the trade has ever known," said Fred B. Smith, president of the Merchants' Distilling Company, of Terre Haute, a short time ago. "There is no telling how long it will continue, for the latest price cut is to \$1.31 per gallon. This selling price is below the cost of production in many instances and every distiller must look out for himself until some sort of concerted action can be decided upon when the busy cold weather season commences."

The Crab Orchard Distilling Company, of Louisville, which was organized in this city years ago with a capitalization of \$600,000, which was later reduced to \$100,000, has filed a deed of assignment for the benefit of its creditors with the Jefferson County Clerk. No schedule of liabilities or assets accompanies the deed, but it has been announced that the company's creditors are already satisfied with a system which has been proposed for liquidation. The property of the defunct company will probably be taken over by a well-known local distillery concern in the near future, it is stated. The Crab Orchard distilleries are in Lincoln County, Ky.

That moonshining is on the increase in Eastern Kentucky is the opinion of Internal Revenue officers stationed in that section. The Federal authorities have been conducting an especially vigorous crusade against the illicit distillers during the past few weeks in the neighborhood of Barbourville. Fifteen stills destroyed during the month of May by one officer alone constitutes a new record for the service in the eastern portion of the State.

# Sonoma Wine & Brandy Co.

INCORPORATED

Storage Capacity



2,000,000 Gallons

18-20 and 22 Hamilton Avenue, - Brooklyn, N. Y.

AND

Stockton, California



Mr. Herman Blatz, of the Sierra Madre Vintage Company, is back from a sojourn in the Yosemite Valley.

Miss Dougherty, the manageress of the George Delaporte Company, of "Yellowstone" fame, is expected back in San Francisco before the first of July.

Mr. C. H. Wente, accompanied by his wife, is en route to Germany on a three months' pleasure trip. He expects to return to Livermore in time for the vintage.

Mr. Louis Haas, of the Crown Distilleries Company, is traveling in Germany. He expects to make a three months' automobile tour on the continent before returning.

Mr. M. F. Tarpey has been enjoying a business and pleasure trip in the East during the past month. He also attended the Democratic National Convention at Baltimore, where he acted as a California delegate.

Carl G. Josue, secretary-treasurer of the National Brewing Company, San Francisco, has gone to Germany where he will spend several months in recreation and rest. Mr. Josue is expected to return some time in August.

Mr. Secondo Guasti, president of the Italian Vineyard Company, Los Angeles, called at the office of the REVIEW on his recent trip to the metropolis. Unfortunately, the editor was out, but we would suggest that Mr. Guasti repeat the call.

According to the Alexander D. Shaw Company, 214 Front street, business conditions have improved extraordinarily during June. "During the last week of the month," said Manager Hammer, "there has been an excellent revival of business which has all the indications of being of a lasting nature."

We have received from the Lenk Wine Company of Toledo, Ohio, under date of June 22d, a death notice in which they say: "It is with sincere regret we announce the death of our esteemed co-laborer, Anton Bruehl Saturday, June 15, 1912." Mr. Bruehl was one of the prominent and highly esteemed men engaged in the eastern wine industry.

Under date of June 17, E. H. Taylor, Jr. & Sons, of Frankfort, Kentucky, sent out a four-page circular letter to the trade of the United States under the heading: "Nation-wide overproduction again smashes all records of supply. Two billion and fifty-nine million gallons of distilled spirits, largest stocks ever before recorded. April's complete new official figures pile net increase of six and a half million gallons on hitherto record-breaking results to March 31st, inclusive. Unprecedented accumulation in the warehouses which the overproducing distiller has now compelled the trade to face." The circular is very carefully and elaborately compiled. If you have not received a copy, drop a card to Messrs. Taylor Jr. & Sons and they will send you one.

Clarence J. Wetmore, president of the Wetmore-Bowen Company, reports having enjoyed a delightful trip with the ad. men when they went to Dallas, Texas, to attend the International Convention of their organization. Mr. Wetmore believes that the visit of the ad. men to Dallas will result in many benefits to California and not the least of them to the California wines.

About 250 members of the Islam Temple of the Shriners made a pilgrimage to Asti on Sunday morning, June 30th, and enjoyed a pleasant day's outing at the Italian-Swiss Colony's picturesque establishment. They inspected the winery and champagne plant and later had an opportunity to taste the finest wines of Asti at an open-air luncheon that was served in the gardens of Andrea Sbarboro's "Villa Pompeii."

Articles of incorporation of the Mt. Diablo Vineyard & Wine Company, a subsidiary corporation to the Italian-Swiss Colony, recent purchasers of the Mt. Diablo and Brookside vineyards in this county, were filed at Martinez on June 22. The capitalization of the company which is to look after these properties is \$200,000 and the directors are P. C., E. A. and R. D. Rossi and E. A. and A. E. Sbarboro.

In the itinerary of the Kentucky Pharmaceutical Association at their 35th annual meeting held June 18, 19 and 20, 1912, was a "complimentary excursion to the Old Taylor Distilleries, perhaps the most famous plant of its kind in America. The all-day boat ride upon the Kentucky River, and the magnificent scenery presented on this trip will afford pleasant memories for a life time." It is unnecessary to state that the druggists were given a princely entertainment by the Messrs. Taylor, who have a world-wide reputation as entertainers.

During the recent extreme hot weather the friends of Messrs. Chas. Meinecke & Co., this city, not only had their attention brought to the house through the consumption of good old White Horse Scotch high balls, but were presented with a useful as well as ornamental fan. Printed on the face of the fan is a colored picture of a "hoot mop" sitting on the North Pole, watching the approach of an airship in the shape of a White Horse Express. The picture is generally well conceived. The airship was on its way to discover the pole but finds that John Bull's flag and his "White Horse" were there too.

Manager Meakin, of the firm of Toulouse & Delorieu, has considered business as being of the modest and moderate classification so far this season but the outlook is for steady improvement. "The wine business and allied industries," says Mr. Meakin, "can be brought to the fullest point of expansion only through the co-operation and harmony of those who are interested in it. There must be a spell of good feeling when mutual concession will be made everywhere. After that the fullest development of the industry will take place."

### Death of Joseph L. Eppinger

JOSEPH L. EPPINGER, well-known to the wine and liquor trade of the city, and probably more widely known as the son of the former "grain king" of San Francisco, died in New York on June 20th, after an operation for appendicitis. During the years of his father's successful career, "Joe" Eppinger was prominent as one of the big "spenders." After the family reverses came Eppinger drifted into the wine and liquor trade and for the past five years has been manager of the San Francisco office of G. S. Nicholas & Co., prominent importers of New York. Eppinger was 45 years of age.



## Striking Resolutions of National Wholesale Liquor Dealers' Association

**T**HE following able and striking resolutions were adopted by the National Wholesale Liquor Dealers' Association at their recent annual convention:

Whereas: The agitation against the liquor traffic continues with unabated force and has lately crystallized in an effort on the part of the Anti-Saloon League and their allied forces in the introduction of the Webb, Shepherd and Kenyon Bills in the House of Representatives and the Senate; and

Whereas: The passage of these bills would not only be detrimental to our interests but would weaken the foundations upon which this Government is built, and upon which the liberties of the people are based, there being no doubt that the bill is unconstitutional,

Be It Resolved: That this Association through its officers support the opposition against the enactment of these bills, and that the National Association enlist the co-operation of the various State Associations to the same purpose.

Whereas: The Outage Bill is still under consideration by the various Committees in Congress,

Be It Resolved: That the Association continue to strive to bring about the enactment of the Outage Bill, and that they bring every legitimate influence to bear that will accomplish the enactment of the measure.

Whereas: The continuance of the active co-operation between that National Association and the States Associations is so apparent as to need no argument,

Be It Resolved: That in order to make this co-operation more effective the Executive Committee meet in session at least every year prior to the annual meeting, with delegates from the existing state organizations, each state organization to be represented by one delegate, in order that matters of mutual interest, and of general interest to our trade may be intelligently discussed, and such matters as are deemed of sufficient importance to be submitted to our Annual Convention.

Whereas: We are still of the opinion that prohibition is a fallacy, and that the peace and welfare of the community is best conserved by proper regulation of the saloons and impartial enforcement of the law,

Be It Resolved: That we hereby reaffirm the platform adopted at Niagara Falls, and again emphatically endorse that paragraph which declares that those who honestly seek to promote the cause of true temperance will find the surest and safest method in the continuance of the licensed saloon conducted under the proper laws and reasonable regulations strictly enforced.

Whereas: The Convention just coming to a close has been a tremendous success in every detail through the untiring efforts of the Program Committee,

Be It Resolved: That the thanks of this Association be extended to the Program Committee for the excellent arrangements and program provided for the Convention, and especially for introducing to the Convention the prominent and influential orators, whose addresses will long be remembered.

Whereas: The Pennsylvania Wholesale Liquor Dealers' League contributed largely to the comfort and well-being of the members while attending the Convention, and also through their hospitality made the stay of the Convention guests most enjoyable, and,

Whereas: The National Association of Wine and Spirit Representatives has again added materially to the entertainment of the members and enlightened them on many of the trade secrets,

Be It Resolved: That the Convention convey to the officers and members of the Pennsylvania Wholesale Liquor Dealers Association and the National Association of Wine and Spirit Representatives its gratitude for the pleasure and entertainment provided.

Whereas: The presiding officer, assisted by his fellow officers, and the various committees has brought the Association to a high point of efficiency and enabled it to accomplish results hitherto deemed impossible,

Be It Resolved: That this Convention express its deep appreciation and gratitude to the officers for their untiring efforts to accomplish these results, and,

Be It Further Resolved: That the reports of the President, Chairman of the Executive Committee and Chairman of the Protective Bureau, and the Secretary, covering in detail the work done by the National Association during the past year, be printed and given the widest possible circulation, so that the trade may become familiar with the work of the organization and its benefits and continue its co-operation and financial support.

Whereas: We recognize and appreciate the fairness with which the press has reported our proceedings,

Be It Resolved: That the members of the Association express their hearty thanks to the press.

**Newly elected officers National Wholesale Liquor Dealers' Association:**

President—Henry J. Kaltenbach, The Fleischmann Co., New York.

First Vice-President—Samuel Woolner, Jr., Woolner & Co., Peoria, Ill.

Second Vice-President—George C. Dempsey, P. Dempsey & Co., Boston.

Treasurer—Edwin V. Dougherty, J. A. Dougherty's Sons, Philadelphia.

Secretary—Joseph Debar, Cincinnati, Ohio.

General Counsel—Levi Cooke, Washington, D. C.

Association Executive Committee—Morris F. Westheimer, Chairman; A. J. Sunstein, George F. Dieterle, Wm. E. Hull, Jos. A. Strasser, Thos. C. Dennehy, E. M. Babbitt, and the President, Ex-Officio.

Protective Bureau Executive Committee—J. W. Freiberg, Chairman; A. J. Sunstein, Treasurer; Geo. F. Dieterle, Secretary; W. E. Hull, H. J. Kaltenbach, Morris F. Westheimer, A. L. Meyer.

Board of Control—For one year—A. J. Sunstein, of The Thompson Distilling Co., Pittsburg; Henry F. Westheimer, of Cahn, Belt & Co., Baltimore; Samuel Grabfelder, of S. Grabfelder & Co., Louisville; Frank J. Calahan, of John F. Callahan & Co., Boston; Leo Strauss, of Strauss Bros., Chicago; Jacob L. Einstein, of The Ullman-Einstein Co., Cleveland; Sam Levy, of Casey-Sweasey Co., Fort Worth, Texas; Irving K. Taylor, of W. A. Taylor & Co., New York City; S. Hirsch, of S. Hirsch & Co., Kansas City; Oliver F. Zinn, of National Distilling Co., Milwaukee. For two years—Morris F. Westheimer, of Susquehanna Distilling Co., Cincinnati; John Sinnott, of Gibson Distilling Co., Philadelphia; George G. Benz, of Benz & Sons, St. Paul; I. Guckenheimer, of A. Guckenheimer & Bros., Pittsburg; John C. Parker, of Parker Distilling Co., St. Louis; Wm. E. Hull, of Clarke Bros. & Co., Peoria; A. J. Mahoney, of Everett Distilling Co., Everett, Mass.; H. F. Cellarius, of Clifton Springs Distilling Co., Cincinnati; E. M. Babbitt, of The Rugby Distilling Co., Louisville; Sig Freiberg, of Sig and Sol Freiberg, Cincinnati; For three years—J. Walter Freiberg, of The Freiberg & Workum Co., Cincinnati; J. H. Carstairs, of Carstairs, McCall & Co., Philadelphia; Jos. A. Strasser, of Steinhardt Bros. & Co., New York City, Ferdinand Westheimer, of F. Westheimer & Sons, St. Joseph, Mo.; George F. Dieterle, of The Union Distilling Co., Cincinnati; B. Bernheim, of Bernheim Distilling Co., Louisville; R. E. Wathen, of R. E. Wathen & Co., Louisville; Edward Sheelein, of Roth & Company, San Francisco; Thos. C. Dennehy, of Charles Dennehy & Co., Chicago; Alfons Wile, of Julius Wile, Sons & Co., New York City; and the President, Vice-President and Treasurer, also the President of the National Association of Wine and Spirit Representatives, Ex-Officio.

# CIOCCA-LOMBARDI WINE CO.

BATTERY AND GREEN STS., SAN FRANCISCO, CAL.

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# CALIFORNIA WINES AND BRANDIES

FINE MATURED DRY WINES OUR SPECIALTY

Correspondence Invited

## California Wines in England

CALIFORNIA is helping more and more each year to supply the London market with wine and hops. Last year, according to the report of Consul-General John L. Griffiths, of London, the value of wine imported in casks is given at \$48,490, while hops to the value of \$2,383,206 were sent from California to England.

Another English authority, commenting on the vogue of California wines in the British metropolis, says:

"Undoubtedly the best style of wines made in California up to the present time are the natural dry, red and white varieties, such as those of the Claret, Burgundy, Sauterne, Hock and Chablis types. These wines are made from the same varieties of grapes as in Europe; but in California they develop somewhat different characteristics. For instance, the white wines made from the Riesling or Hock grapes, although resembling in many respects the German Hocks, have very much less acidity, and, as a rule, more body. This is owing, no doubt, to the fact that these grapes thoroughly ripen in California, whereas in Germany they scarcely ever do so; it is often impracticable to pick the grapes in the latter country until November, and sometimes even December. Sauterne types in California are chiefly made from the Semillon and Sauvignon Blanc varieties, the wines produced being generally very clean and soft, and without any of the excessive sweetness so often found in the fine French Sauternes. The Chablis, or white Burgundy types, also succeed very well in California, the wines being delicate and free from acidity. Upon the whole, these types of white wines are probably the best which are produced in California.

"Of natural dry red wines, the Burgundy types are perhaps the best, having generally a nice ruby color, a good deal of body, and a fine fruity flavor. The Petit pinot, or Burgundy, grape grows there to perfection.

"Amongst the Claret types, there are a great many different kinds produced in California, nearly all the famous Bordeaux grapes being grown there extensively. The Zinfandel grape, already mentioned, also makes a Claret type of wine, and, as it bears very heavily, the wine made from it is generally obtainable at a moderate price. In certain districts this grape produces an agreeable light table wine, soft and smooth. It comes to maturity early, and does not require to be kept in cask, or in bottle, nearly so long as other and finer sorts. Most of the better claret types are made by the judicious blending of well known Medoc varieties of grapes. Claret made from the Cabernet Franc grape alone, produces in certain parts of the States, a fine wine of good color and flavor, with good firmness, developing splendidly with age. The Cabernet Sauvignon grape (famous as being the variety chiefly used in making the celebrated "Chateau Lafite" of France) is now grown to a considerable extent in California, and produces a very big, rich wine, but it takes a long time to mature, and is chiefly valuable for blending with lighter sorts, to which it gives great character."

### Results of the Election at Vallejo

THE proposed ordinance to increase the liquor license from \$400 to \$1000 per year was defeated at the polls June 11 by a vote of 2037 against 1087. Fully two-fifths of the voters were women and it is to them that the defeat of the ordinance is ascribed.

### Los Angeles News Notes

ANOTHER opera bouffe campaign is being carried on by the W. C. T. U. in the city of Los Angeles. The object of this is the abolition of the free lunch, one of the time-honored institutions of the saloon. The W. C. T. U. has gone so far as to make overtures to the saloon keepers toward forming an alliance to prohibit free lunches. This is a direct appeal to the stinginess of the saloon keepers but it is not being responded to, as most of the saloon keepers believe in living and letting live, which is against the precepts of the W. C. T. U. A great deal of protest is being made against the move of the W. C. T. U. City Councilman Bethouski has presented a protest backed by thousands of citizens who can not see what good will be done by abolishing the old free-food dispensaries in the community. So far the restaurant keepers do not appear to be taking a hand in the matter, but as they are the only beneficiaries in sight they should come under suspicion. They have not as yet raised the price of meals in anticipation of increased business due to the demise of the free lunch.

As it generally takes three to form a conspiracy, it is probable that the restaurant keepers are the third party. They are very probably behind the W. C. T. U., whose part of the arrangement is to entice the saloon keepers into the plot and then betray them to the profit of the restaurant keepers. There is something diabolical about the whole affair. Some native California dramatist should watch developments toward obtaining details of the plot so as to put the whole affair on the stage.

During its closing hours in Los Angeles June 7, the State Prohibition Convention took drastic action toward securing harmony. It voted out of the leadership of the Prohibition party the two rivals, Wiley J. Phillips and James Woertendyke, who for some time have been carrying on fiercer war against each other than against the saloons. The publication of the *California Voice* and the *Pacific Prohibitionist* will be suspended as a consequence.

A large bottling house is to be established in the Imperial Valley by the Imperial Wholesale Company. Many cities of the valley recently voted to go wet after suffering from thirst for a long time. Imperial is also to have a large warehouse for wines and liquors. It is expected to be the largest in the Pacific southwest.

Another election is to be held in Venice during the first week in July to decide whether or not the place should remain wet. Very recently the voters by a large majority decided to stay wet. A number of prohibitionists have recently taken up residence in the place.

News comes from San Diego that in consequence of the campaign against the free lunch in Los Angeles the saloons in the rival city will serve ice cream and pie with 5c beers. If necessary, according to Herman Fritz, one of the most prominent saloon men, full course French dinners will be served. One of the results of this may be that a large part of the population of Los Angeles may move to San Diego. Then it will be seen that the conspiracy of the W. C. T. U. and the restaurant keepers of Los Angeles will act as a boomerang. The free lunch may go but with it will go all chances to be the metropolis of the State. The southern city will be the deserted village of California.

## Wine Imports in France

FRANCE, foremost among the wine producing nations of the world, a position which she has held for centuries, is likewise to be numbered among the leading wine importing nations of the world, according to the most recent compilations of the statistics of wine production furnished by the United States Department of Agriculture. Moreover, and stranger yet, the striking fact is brought out by these same compilations that France's importations of wines exceed in value her exportation by more than 147,000,000 of gallons annually.

The most recent estimate by the Department of Agriculture's reporters and agents abroad places this year's output of the French vineyards at approximately 1,263,000,000 gallons. Last year, the worst vineyard year in more than thirty years, the French production was only 773,840,000 gallons, but the average of the decade ending with 1910, was 1,390,000,000 gallons, or 388,000,000 more than the ten-year average of Italy, France's nearest competitor.

From this the Department of Agriculture's officials remark with surprise at the tremendous importation of wines into France. Last year's importation, of which the figures have just been officially announced, was 206,464,000 gallons. Of this amount, Algeria, which is really under the protection of France, though not an integral part of the French Republic, furnished in 1910 175,348,649 gallons—nearly seven-eighths of the French importation. All of this wine was in casks, and the bottled importation is not included in the calculations.

From other European countries, principally from Spain, the French imported 31,024,997 gallons of various wines, all of them classed under the official cataloguing system of the French Government *vins ordinaires*. The present importation exceeds that of any other year prior to 1910, of which the Department of Agriculture has record by more than 25,000,000 gallons, 1908 stood next in rank with an importation record of 178,411,066.

The tabulation shows that France's importation of wines is increasing rather than diminishing, notwithstanding the fact that except for the 1910 crop the local production has also been increasing and the population which consumes the wines has not been increasing, and the population according to the Government's best statistics, is practically at a standstill.

Statistical dopesters of the department will tell you that the per capita consumption of wine in the French Republic, and these figures comprise every man, woman and child living under the "tri-color," is in the neighborhood of 37 1-3 gallons per annum.

In the face of the huge French importations of wines of the lower grades the republic is an exporter of 52,732,268 gallons of the grades other than champagnes and other sparkling beverages, and 5,749,898 gallons of the famous "fizzy stuffs," which include in addition to the regular champagnes the bubble producing fluids of the Moselle region and tributary departments of Northern France. France as an exporter of wines has maintained for the past six years a fairly constant standard, 1907 furnishing the high record of export, with 65,184,547 gallons of ordinary wines, and 5,420,425 gallons of champagnes and kindred wines. Her low record was in 1906, when of ordinary wine she exported 48,276,011 gallons, and of the champagnes 5,247,235 gallons.

The Board of Police Commissioners have renewed the license for the Auditorium, a dance hall at Page and Fillmore streets, although a protest had been entered by the neighbors. The commissioners maintained that if the place is considered as an evil it is an indispensable one and cannot be done away with because a large part of the public clamors for it.

## Improvements at Winehaven

THE California Wine Association's plans have been completed for the erection of several large additions to the big plant of the company at Winehaven during the next few months. Among these will be a new cooperage shop, located between the main winery building and the engine-house. Additions will also be made to the bottling plant. Each year the association expends large sums of money for improvements to its great plant at this place and the new buildings to be erected at this time are in line with the general improvement which the company has been carrying out since the establishment of the winery at Winehaven.

The laborers who have been for some time clearing the lot where the old Grand Hotel once stood, on May 30 came upon a deep cavity in the ground. This proved to be the wine cellar of the demolished hotel. A little investigation revealed the fact that the cellar was very thoroughly stocked with all sorts of liquors which had not deteriorated in consequence of having been out of public view for six years. The laborers helped themselves to the stock and when the noon hour came they washed down their lunches with the most delicious beverages. They indulged in whiskies and brandies as appetizers and regaled in Rhine wines and clarets and sparkling Burgundies until the end which they set off with cordials and liqueurs from Europe. It was certainly high life for the laborers for one day.

Competitors for the contract to supply the public institutions of San Francisco with liquor for the coming year met before the Board of Supervisors June 4. Unlabeled wine glasses were put before them and they were told to decide which was the best wine. They tested the wines with the result that two of them decided that the product of their competitor was the best. The representative of B. Arnhold & Company was awarded the contract for that house as he was the only one who could identify the wine of his firm.

### SEE THE DIFFERENCE



These two bunches of grapes were picked in the same vineyard, both from the same kind of vine.

THIS VINE IS STARVING TO DEATH

On the other hand

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# INTERNAL REVENUE & CUSTOMS RULINGS

(T. D. 32576)

## *Wantage on Ale in Casks.*

Cummings et al. v. United States (No. 769.)

Consolidation of hearings. The several protests were virtually filed by the same party; the questions raised by these protests and the testimony offered alike apply to all the importations. No prejudice resulted from the consolidation of the hearings.

### *Allowance Here.*

The question of wantage and the proper allowance for it is essentially one of fact and upon the evidence in this case a proper allowance is found to be 3 per cent of the invoice or standard capacity of the several kinds of cases containing the ale.

United States Court of Customs Appeals, May 8, 1912

Cross appeals from Board of United States General Appraisers, G. A. 7270

(T. D. 31850)

(Decision modified.)

William L. Wemple, Assistant Attorney General, and Charles E. McNabb, Assistant Attorney, for the United States.

Comstock and Washburn (Albert H. Washburn of counsel) for appellee, appellant.

Before Montgomery, Smith, Barber, De Vries and Martin, Judges.

Martin, Judge, delivered the opinion of the court.

The merchandise involved in this case consists of Bass ale, which was imported in wood under the present tariff act, and was dutiable at 23 cents per gallon under the appropriate provision of paragraph 308 of the act.

Ten of the importations in question were made at Boston in the name of W. C. Cummings; 23 were made at New York in the name of R. J. T. Cooke; and one was made at Chicago in the name of the American Shipping Company. Each assessment was protested by the consignee, who conceded the correctness of the assessed rate of duty, but challenged the collector's findings as to the quantity of the consignment, and objected to the regulations prescribed by the department for the liquidation of such importations.

There are three Treasury regulations to enter into a discussion of the case and they are here copied under the numbers which they bear as Treasury Decisions.

(T. D. 6065)

## *Gauging of Imported Liquors.*

Treasury Department, December 5, 1883.

Sir: This department is in receipt of your letter of the 5th ultimo, relating to the gauging of imported liquors to ascertain the quantity imported, under the recent decision of the Attorney General relating to the assessment of duties on such merchandise.

You state that there is no accurate method of definitely ascertaining the quantity of beer actually received in any shipment, for the reason that if the cask be opened for gauging the liquor will thereby be spoiled.

When necessary, packages containing malt liquors may be gauged for capacity by outside measurement, the length and also the head and bung diameter being separately measured on the outside of the package and from the length the thickness of

the heads and from the diameter the mean thickness of the bung and bottom staves being deducted. The equivalent of the inside measurements being thus ascertained, the capacity will be calculated, as in ordinary gauging.

When the bung is not removed, the gauger should ascertain the wantage by sounding the line at which the liquor stands in the package, and then computing the capacity of the empty space. The department understands that when the outage of a package is as much as three or four gallons the bung can be safely removed and the package gauged in the ordinary manner.

You may cause your practice to conform to the views.

Very respectfully,

H. F. FRENCH, Assistant Secretary.

Surveyor of Customs, Cincinnati, Ohio.

(T. D. 29929)

## *Imported Beer.*

Instructions as to gauging of beer imported in barrels or casks.

Treasury Department, August 2, 1909.

Sir: On and after August 15, 1909, duties will be assessed on beer imported in barrels or casks on the basis of the invoice quantity whenever the same is equal or exceeds the capacity branded on the barrels or casks in liters. Fractions of a liter will not be considered.

You will keep a record by numbers, in a book provided for the purpose of the branded capacity of every barrel or cask imported at your port. The returns of branded capacities will be made pursuant to articles 1503 to 1505 of the Customs Regulations of 1908, governing the return of gaugers. When the capacity is not branded on any barrel or cask the same shall be gauged for capacity by outside measurement, the length, head and bung diameters being separately measured on the outside. From the length the thickness of the heads and from the diameters the mean thickness of the staves should be deducted for inside measurement.

If the total invoice quantity is found to be less than the total branded capacity of all the barrels or casks covered by the invoice, the entry will be liquidated upon the quantity shown by the branded capacity.

The empty barrels or casks when exported should be tested from time to time to ascertain the actual capacity thereof, the gauging being done in the same manner as that governing the gauging under the internal-revenue laws of barrels and casks containing domestic beer.

Department's regulations (T. D. 6055) of December 5, 1883, are hereby modified accordingly.

Respectfully,

(57753)

JAMES B. REYNOLDS, Assistant Secretary.

Collector of Customs, New York.

(T. D. 30495)

## *Gauging of ale, porter and stout in kegs, casks, etc.*

T. D. 29929 of August 21, 1909, respecting the gauging of beer, extended to cover ale, porter and stout imported in casks, kegs, barrels and similar containers.

Treasury Department, April 4, 1910.

Sir: The instructions of August 2, 1909 (T. D. 29929), respecting the gauging of beer imported in barrels or casks, are



hereby made applicable to ale, porter and stout imported in kegs, casks, barrels and similar containers.

Respectfully,

(57773) JAMES F. CURTIS, Assistant Secretary.  
Collector of Customs, New York.

In the present liquidations the invoice quantities were adopted for all casks except the kilderkins, for which the branded capacities were adopted the quantities thus found exceeding, of course, the aggregate of either the invoice or branded capacities if taken alone. If thus literally following the rule prescribed by T. D. 29929 the collector also ignored the gauger's reports of various shortages resulting from defective casks and no allowance was made in the liquidation of any of these.

The protests challenged the correctness of this method of liquidation and the board sustained the protests in that behalf.

The decision of the board is, therefore, approved, subject, however, to modification, and it is accordingly ordered that reliquidation be made by allowing the importers, first, the special shortages upon individual casks as reported by the gaugers, and, second, an additional 3 per cent deduction from the invoice or standard capacities of all the imported casks as the average wantage thereof in cases where no special shortage was found.

(T. D. 1776.)

Denatured Alcohol—Renewal bonds to be given July 1, 1912.  
Treasury Department,  
Office of Commissioner of Internal Revenue,  
Washington, D. C., June 1, 1912.

*To collectors of internal revenue and others concerned:*

Supplemental to the notice given in Denatured Alcohol Regulations No. 30, of August 22, 1911, that "Bonds given under previous regulations, unless otherwise revoked or canceled, will remain in force until July 1, 1912," notice is hereby given that the following named bonds have been revised and will be required on and after that date.

Form 572—Bond of proprietor of distillery denaturing warehouse.

Form 582—Bond of manufacturer using special denatured alcohol.

Form 611—Bond of proprietor of central denaturing warehouse.

Requisition for blanks of these revised bonds and for the following named bonds should be made not later than June 15 instant.

Form 586—Bond of manufacturers recovering completely denatured alcohol.

Form 589—Bond of proprietor of restoring and redensuring plant.

Form 614—Bond of industrial distillers.

Form 653—Bond of dealer in specially denatured alcohol.

Renewal bonds may be executed prior to July 1, 1912, to take effect on that date, and such bonds will continue in force until revoked or canceled. Such bonds, however, will supersede bonds previously executed only as to alcohol produced or applied for on and after July 1, 1912, and all alcohol previously produced or applied for will remain an outstanding charge against such previously executed bonds until duly accounted for.

Manufacturers on renewing their bonds, as herein provided, will not be required to renew their notices (Form 581), nor will they be required to file new applications for specially denatured alcohol (Form 583), where such applications are "continuing" ones and cover alcohol to be obtained from the denaturer or dealer specifically named in the renewal bond.

Special attention, however, is called to article 78 of Regulations 30, revised, and to the fact that where a manufacturer desires to obtain specially denatured alcohol from more than one denaturer or dealer a separate bond (Form 582) and separate application (Form 583) must be filed in each such case.

Until a revised form has been furnished, application for specially denatured alcohol to be procured from a bonded dealer will be made on a modified Form 583.

ROYAL E. CABELL, Commissioner.

### Pomace Wine

Extending the provisions of T. D. 1721 and 1724, relative to the manufacture and use of pomace wine.

Treasury Department,  
Office of Commissioner of Internal Revenue,  
Washington, D. C., May 4, 1912.

*To Collectors of internal revenue and others concerned:*

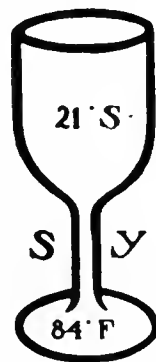
Pending action of Congress in fixing the status under internal revenue laws of so-called pomace wine, the provisions of T. D. 1721 of August 30, 1911, and T. D. 1724 of September 11, 1911, relating to the manufacture and use of such wine, are hereby extended so as to continue in force until April 4, 1913. Collectors and other internal revenue officers will see that the regulations and instructions contained in said decisions are carefully complied with.

ROYAL E. CABELL, Commissioner.

### Better Roads, Better Business

CALIFORNIA stands very high among the States of this country in percentage of good roads. It is nevertheless true, however, that California is not making the most of her scenic advantages. Certain parts of Europe which are no more wonderful from a scenic standpoint than many parts of this State, reap tremendous financial advantages from tourists. The development of a National State highway system in California will give to California an added source of wealth. The good roads movement inaugurated by the California Development Board will inaugurate a campaign to secure the National highways system.

## Winemakers



It will pay you to become interested in better quality by means of PURE YEAST and COOL FERMENTATIONS

Read

**"Quality in Dry Wines Through Adequate Fermentations"**

by RUDOLF JORDAN, JR.  
pp. 146. Illust.

A practical investigation regarding the value of the latest methods.

**Price \$2.00**

For sale at this Office.

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Water, Wine, Oil Tanks

Made of Selected Stock by Experienced Workmen



**GEORGE WINDELER, TANK BUILDER**

144-154 Berry St.,

San Francisco

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## Independents Did Not Fix Price of Grapes

THE center of interest during the past month has been Fresno where the Independent wine men held their meeting May 31. Nothing of a startling nature developed.

Independents are not inclined to antagonize the California Wine Association at the expense of the wine industry in general. Sentiments were freely expressed to that effect.

The main decision arrived at by the independents was that it would be folly for the independents to attempt to set prices without regard for the California Wine Association. It was pointed out that the independents could not buy any more than half the grape crop and that after that the association could secure the remaining half at the lowest possible price.

It was decided at the meeting that it is as yet too early to make any prices. Very probably a conference will be held with the bigger organization before prices are decided upon. As many of the independents are winegrowers it is probable that they will make a stand to bring about an agreement with the association to buy grapes at \$10 a ton.

While it is generally believed that harmony is not possible at the present time, peace appears to be in sight.

All the former officers were re-elected as follows:

Secundo Guasti, president; A. B. Tarpey, vice-president; A. Mattei, treasurer; W. C. Brown, secretary.

REBUILDING EISEN WINERY.—The Eisen winery, one of the oldest in Fresno County, is being rebuilt by the California Wine Association at a cost of \$40,000.

Insist upon Lyons' Perfection Blackberry Cordial. The best on the market. Used for medicinal purposes only.

THE E. G. LYONS & RAAS CO.

## Notices of Judgments by Federal Food Board

THE following are some of the latest notices of judgment issued by the Federal Board and Food Inspection:

No. 1327. Misbranding of Maraschino cherries, a product of Armour & Company, State of Illinois.

No. 1347. Misbranding of Piccadilly Dry Gin, a product of Luyties Brothers, 204 William street, New York.

No. 1354. Misbranding of Vermouth, a product of S. Hirsch Distilling Company, western district of Missouri.

No. 1370. Adulteration and misbranding of Maraschino cherries, a product of the International Fruit Products Company, Cincinnati, O.

No. 1383. Misbranding of Maraschino cherries, a product of Cincinnati Extract Works, Cincinnati, O.

No. 1430. Adulteration and misbranding of Blackberry Cordial, manufactured by Rheinstrom Brothers, Cincinnati, O.

No. 1432. Misbranding of Creme de Menthe cherries, manufactured by Rheinstrom Brothers, Cincinnati, O.

No. 1435. Adulteration and misbranding of Apricot and Blackberry Brandy, a product of Pure Food Distilling Company, St. Louis, Mo.

No. 1439. Misbranding of Maraschino cherries, a product of Stone-Ordean-Wells Company, Duluth, Minn.

No. 1440. Adulteration and misbranding of Blackberry Cordial, manufactured by Bettman-Johnson Company, southern district, Ohio.

No. 1452. Misbranding of Wine, a product of Bettman-Johnson Company, Cincinnati, O.

No. 1483. Misbranding of Wine, a product of Bettman-Johnson Company, Cincinnati, O.

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TO  
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WONDERS  
OF  
THE  
WORLD

FEATHER  
RIVER  
ROUTE

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Salt Lake City,  
Denver,  
Pueblo, Omaha

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A WORLD'S WONDERWAY

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ANY WESTERN PACIFIC AGENT OR

TICKET OFFICES:

665 MARKET STREET, Palace Hotel, Phone Sutter 1651

Market Street Ferry Depot, Phone Kearny 4980

1326 BROADWAY, Oakland, Phone Oakland 132

# The Review's Buyers' Directory

## CALIFORNIA WINES.

Geo. West & Son, Incorporated....Stockton, Cal.

California Wine Association.....  
.....180 Townsend St., San Francisco, Cal.

California Wineries and Distilleries .....  
Townsend and Fifth Sts., San Francisco, Cal.

Theo. Gler Co., 575 Eighteenth St., Oakland, Cal.

Wetmore-Bowen .....  
.....42-44 Davis St., San Francisco, Cal.

Italian Vineyard Co.....  
.....1234 Palmetto St., Los Angeles, Cal.

Napa & Sonoma Wine Co.....  
.....110 10th St., San Francisco, Cal.

Sierra Madre Vintage Co.....La Manda, Cal.

A. Finke's Widow .....  
.....809 Montgomery St., San Francisco, Cal.

E. H. Lancel Co.....  
.....549 Washington St., San Francisco, Cal.

Paul Masson Champagne Co..... San Jose, Cal.

Lachman & Jacobi .....  
.....706 Sansome St., San Francisco, Cal.

French American Wine Co.....  
.....1821-41 Harrison St., San Francisco, Cal.

Italian-Swiss Colony.....  
.....1235-67 Battery St., San Francisco, Cal.

Sonoma Wine & Brandy Co.....  
..18, 20 and 22 Hamilton Ave., Brooklyn, N. Y.

Sacramento Valley Winery.....Sacramento, Cal.

Ciocca-Lombardi Wine Co....San Francisco, Cal.

## CORDIALS, WINES, BRANDIES.

E. G. Lyons & Raas Co.....  
..Folsom and Essex Sts., San Francisco, Cal.

The Rosenblatt Co.....  
.....300-332 Second St., San Francisco, Cal.

## BREWERS AND BREWERS' AGENTS.

John Wieland Brewery.....  
.....204 Second St., San Francisco, Cal.

Buffalo Brewing Co.....Sacramento, Cal.

Fred Krug Brewing Co.....Omaha, Nebraska

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

National Brewing Company .....  
.....762 Fulton St., San Francisco, Cal.

Alblon Ale & Porter Brewery.....  
.....494 O'Farrell St., San Francisco, Cal.

Enterprise Brewing Co.....San Francisco, Cal.

Seattle Brewing & Malting Co.; Seattle, Wash.  
John Rapp & Son, Agents.  
..8th and Townsend Sts., San Francisco, Cal.

Sacramento Brewing Co.; Sacramento, Cal....  
G. B. Robbins, Manager,  
..14th and Harrison Sts., San Francisco, Cal.

## WHOLESALE LIQUOR DEALERS.

A. P. Hotaling & Co.....  
.....429 Jackson St., San Francisco, Cal.

Siebs Bros. & Plagermann.....  
.....430-34 Battery St., San Francisco, Cal.

Rusconi, Fisher & Co.....  
.....326 Jackson St., San Francisco, Cal.

Jas. Gibb.....1844 Geary St., San Francisco, Cal.

Sherwood & Sherwood .....  
.....41-47 Beale St., San Francisco, Cal.

The Julius Levin Company .....  
.....987 Howard St., San Francisco, Cal.

Jesse Moore Hunt Co., .....  
Second and Howard Sts., San Francisco, Cal.

Cartan, McCarthy & Co.....  
..Battery and Com'l Sts., San Francisco, Cal.

William Wolff & Co.....  
.....52-58 Beale St., San Francisco, Cal.

Wichman, Lutgen & Co.....  
.....431-435 Clay St., San Francisco, Cal.

L. Taussig & Co.....  
.....200 Mission St., San Francisco, Cal.

George Delaporta .....  
.....820 Mission St., San Francisco, Cal.

## IMPORTERS.

Alex. D. Shaw & Co.....  
.....214 Front St., San Francisco, Cal.

Chas. Meniecke & Co.....  
.....314 Sacramento St., San Francisco, Cal.

W. A. Taylor & Co.....29 Broadway, N. Y.

Sherwood & Sherwood .....  
.....43 Beale St., San Francisco, Cal.

Wm. Wolff & Co.....  
.....52-58 Beale St., San Francisco, Cal.

L. Gandolfi & Co.....  
.....427-31 W. Broadway, New York

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

J. F. Plumel & Co.....  
.....63-65 Ellis St., San Francisco, Cal.

## TANKS, COOPERS, COPPERSMITHS, ETC.

Pacific Tank & Pipe Co....Wine and water  
tanks, boxes, irrigation pipe and pipe for  
water systems.  
318 Market St., San Francisco, Cal.; Equi-  
table Bank Bldg., Los Angeles, Cal.; Ken-  
ton Station, Portland, Oregon.

Geo. Windeler; wine and water tanks. ....  
.....431-441 Folsom St., San Francisco, Cal.

Oscar Krenz, Copper and Brass Works.....  
.....212-214 Fremont St., San Francisco, Cal.

Pacific Copper Works .....  
573 Mission St., San Francisco, Cal.

Sanders & Co's. Copper Works.....  
..Beale and Howard Sts., San Francisco, Cal.

## DISTILLERS.

Julius Kessler & Co....Hunter Bldg., Chicago, Ill.

Wm. Lanahan & Son.....Baltimore, Maryland

Hiram Walker & Sons.....Walkerville, Canada

E. H. Taylor Jr. & Sons.....Louisville, Ky.

Western Grain & Sugar Products Co.....  
.....110 Sutter St., San Francisco, Cal.

Kirby Distilling Co.....Fowler, Cal.

Bernheim Distilling Co.....Louisville, Ky.

## MISCELLANEOUS.

### INTERNAL REVENUE BROKERS.

F. E. Mayhew & Co.....  
.....510 Battery St., San Francisco, Cal.

### WINE PRESSES, CRUSHERS, ETC.

A. Rossi & Co..322 Broadway, San Francisco, Cal.

Toulouse & Delorieux Co.....  
.....405 Sixth St., San Francisco, Cal.

### BILLIARD AND POOL TABLES, BOX FIXTURES

Brunswick-Balke-Collender Co.....  
.....767-771 Mission St., San Francisco, Cal.

### WINE AND BREWERS' HOSE, ETC.

Goodyear Rubber Co.....  
.....589 Market St., San Francisco, Cal.

Gorham-Revere Rubber Co.....  
.....50-60 Fremont St., San Francisco, Cal.

## SURETIES.

U. S. Fidelity & Guaranty Co.....  
.....Nevada Bank Bldg., San Francisco, Cal.

### WINE AND WATER PUMPS, ETC.

W. T. Garratt & Co.....  
.....299 Fremont St., San Francisco, Cal.

Woodin & Little..33-41 Fremont St., San Francisco

Simonds Machinery Co.....  
.....12-14 Natoma St., San Francisco, Cal.

## BOTTLE WRAPPERS, ETC.

Zellerbach Paper Co.....  
..Battery and Jackson Sts., San Francisco, Cal.

## BITTERS.

Lash Bitters Co.....  
.....1721 Mission St., San Francisco, Cal.

L. Gandolfi & Co.....  
.....427-31 West Broadway, New York

## Review Buyers' Directory, Continued

## CIGARS.

Boltz, Clymer & Co.....  
.....312 Clay St., San Francisco, Cal.

S. Bachman & Co.....  
Commercial & Front Sts., San Francisco, Cal.

## RETAILERS AND CAFES.

The Yellowstone .....  
.....22 Montgomery St., San Francisco, Cal.

Thos. J. Walsh & Co.....  
.....346 Pine St., San Francisco, Cal.

Jas. P. Dunne...1 Stockton St., San Francisco, Cal.

Chronicle Bar....6 Kearny St., San Francisco, Cal.

The Waldorf...648 Market St., San Francisco, Cal.

"Jellison's".....10 Thlr'd St., San Francisco, Cal.

Lake County House.....Middletown, Cal.

Matt Grimm's .....  
.....130 Liedesdorf St., San Francisco, Cal.

Bank Exchange .....  
Mont'y and Wash'ton Sts., San Francisco, Cal.

"The Cabin" .....  
.....105 Montgomery St., San Francisco, Cal.

Market Cafe..540 Merchant St., San Francisco, Cal.

James Raggi .....  
.....624 Montgomery St., San Francisco, Cal.

The Cutter ....709 Market St., San Francisco, Cal.

The Hoffman Cafe Co.....  
.....27 Second St., San Francisco, Cal.

W. F. Roeder's Cafe.....  
.....834 Market St., San Francisco, Cal.

Original Coppa's Restaurant .....  
453 Pine St., San Francisco, Cal.

Davis Buffet...272 Market St., San Francisco, Cal.

## FERTILIZERS.

Pacific Guano & Fertilizer Co.....  
Alaska Commercial Bldg., San Francisco, Cal.

Pacific Bone Coal & Fertilizing Co.....  
....617-619 Seventh St., San Francisco, Cal.

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# Internal Revenue Law

# and the Retailer

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## A SUIT FOR LIBEL

**H**AS been instituted by us against JULIUS LEVIN COMPANY, of San Francisco, in the United States Circuit Court. Said JULIUS LEVIN COMPANY advertised a certain brand of Canadian Whisky in these words:

"The only Canadian Whisky that was not seized by the  
"United States Government for containing injuri-  
"ous ingredients at the time the Pure Food Law  
"took effect."

We believe that **no** Canadian Whisky was seized on such grounds. Certainly CANADIAN CLUB WHISKY **never was**.

The reason given for seizing CANADIAN CLUB was that **it did not contain as much FUSEL OIL as so-called STRAIGHT WHISKIES contain**.

THIS IS STRICTLY TRUE, WE ARE GLAD TO SAY, FOR WE HAVE ALWAYS INTENDED THAT OUR WHISKY SHOULD CONTAIN THE LEAST POSSIBLE AMOUNT OF FUSEL OIL CONSISTENT WITH THE DESIRED FLAVOR.

President Taft decided, after a full review of the evidence and the history of Whisky, that it is not necessary that the noxious Fusel Oils should be left in Whisky.

Any persons who, to our knowledge, make false statements about our brand, either directly or indirectly, will do so at their peril.

**HIRAM WALKER & SONS, LIMITED**  
**WALKERVILLE, ONTARIO, CANADA**

London    New York    Chicago    Mexico City    Victoria, B. C.

**CELLARS AND VINEYARDS** at Icaria, Healdsburg, Cloverdale, and Madrone, Sonoma County  
and at Rutherford and St. Helena, Napa County, California

# **French-American Wine Co.**

**SUCCESSORS TO CHAIX & BERNARD**

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Pure and Unadulterated California Wines Our Specialty

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NEW YORK DEPOT, 32 WASHINGTON STREET

1821 to 1841 Harrison Street

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# **Bread      Winners**



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## Pure Fruit Blackberry Cordial

ESTABLISHED 1852 -



Is only sold for medicinal purposes, hence only the best and purest article should be used. - - - - -

We guarantee our product to be produced entirely from fresh California Blackberries fortified with pure brandy. - - -

We will be pleased to submit samples and quotations upon request. - - - - -

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La Manda Park, Los Angeles County, Cal.

Gold Medal Paris Exposition, 1900

Gold Medal Pan-American Exposition, Buffalo, 1901

Gold Medal Louisiana Purchase Exposition, 1904

Gold Medal Lewis & Clark Exposition,  
Portland, Oregon, 1905

Gold Medal Jamestown, Va. Exposition, 1907

Gold Medal Alaska-Yukon Exposition, 1909



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Costs no more to include than  
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## EXCELLENT CUISINE

Rates include berths and meals

First class rail to New Orleans and first cabin  
steamer to New York . . . . . \$ 77.75

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Orleans to New York . . . . . 65.75

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This rate good on many days in June, July,  
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Similar low rates to many other eastern points  
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In the Last Glass as in the First, the Delight-  
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Made Pure — it  
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For Fifty Years "The Best in the West" has been the Popular Home Beer.

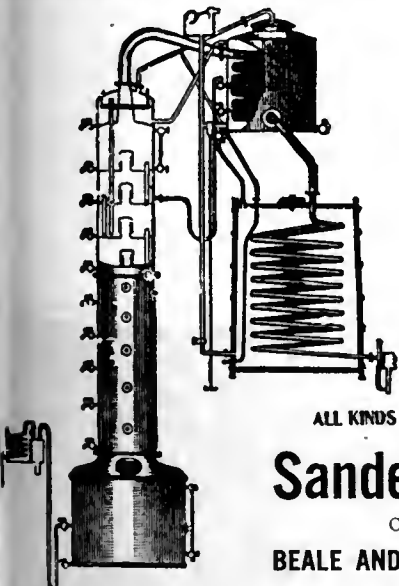
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PALE AND DARK LAGER  
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IN DARK BOTTLES

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The accompanying cut illustrates our ORIGINAL CONTINUOUS STILL, which we have improved each season until it has reached its present perfection.

This STILL, which has always received our special attention and study, has been of material assistance in securing for California sweet wines and brandies the high rank in the world which they hold today.

We manufacture not only high-class STILLS, but also Copper and Brass Work of all descriptions for wineries, distilleries, breweries, etc.

Our Pasteurizers and Wine Filters enjoy the same high standard of popularity as our STILLS.

REFERENCES:—All successful sweet wine and brandy producers of California.

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After Exercise  
there is  
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that will  
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**RAINIER  
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**Guaranteed Chemically Pure**

**"Semper Idem" Filter Pulp**

Long fiber with asbestos. Used by 60%  
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**"Brilliant Filtering Asbestos"**

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RATES: \$1.00 A DAY AND UP  
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**STOCKTON, CAL., U. S. A.**

**LACHMAN & JACOBI**  
California Wines and  
Brandies



Shipping Platform



Storage Cellar

The Ageing of  
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A really good, pure, non-alcoholic beverage

# CALWA

Made from ripe California wine grapes, free from alcohol, but otherwise has all the  
nourishing and health-giving properties of good wine

There are two kinds— **RED CALWA AND WHITE CALWA** —delicious also with Mineral Waters

FULL PARTICULARS FROM

**CALWA DISTRIBUTING COMPANY** MARKET AND SECOND STREETS, SAN FRANCISCO, CAL.

**Guaranteed Chemically Pure**

**"Semper Idem" Filter Pulp**  
Long fiber with asbestos. Used by 60%  
of all the wine producers in California.

**"Brilliant Filtering Asbestos"**  
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SAN FRANCISCO OAKLAND LOS ANGELES  
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RATES: \$1.00 A DAY AND UP  
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Everything new, comfortable  
Homelike, plenty of life.  
Beautifully furnished  
Highest class.

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I. W. Bradt & Johnston, Props.  
Los Angeles, California

Opposite Post Office  
Cor. 7th and Hope Sts.

## GEORGE WEST & SON, INCORPORATED

PRODUCERS OF

### SWEET WINES AND BRANDIES

STOCKTON, CAL., U. S. A.

**LACHMAN & JACOBI**  
California Wines and Brandy

*Shipping Platform*

*Storage Cellar*

*The Ageing of Fine Wine*

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There are two kinds— **RED CALWA AND WHITE CALWA** —delicious also with Mineral Waters

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RUM  
WHISKEY

**PURITY BRAND**  
**SPIRITS AND ALCOHOL**

PURE  
CLEAN  
NEUTRAL

PRODUCED BY

**WESTERN GRAIN AND SUGAR PRODUCTS CO.**

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POINT OF DISTILLATION THE HIGHEST IN THE UNITED STATES

**SOLE DISTRIBUTORS**

**WESTERN DISTRIBUTORS CO.**

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PHONE KEARNY 204

**OCCIDENTAL SUPPLY COMPANY, Inc.**

580-582 HOWARD STREET

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Tannin; Russian Isinglass; Gelatine; Bottle Caps; Filter Pulp; and all Wine Makers' Supplies

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VOL. XLIV.

SAN FRANCISCO AND LOS ANGELES, JULY 31, 1912

No. 9



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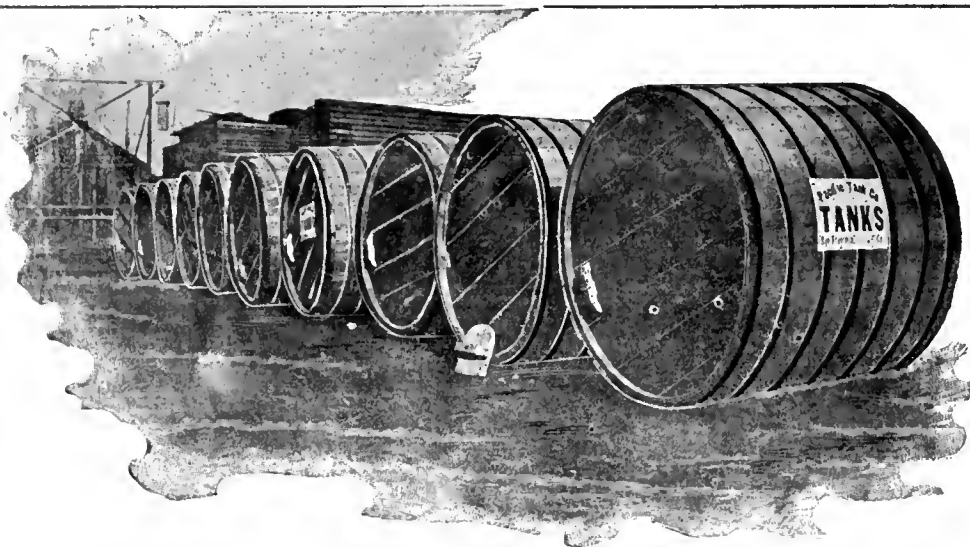
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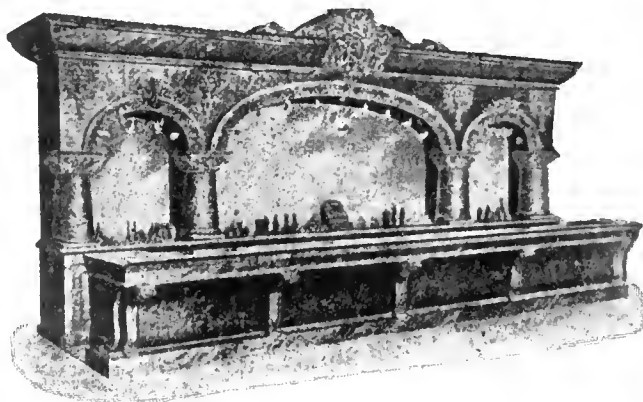
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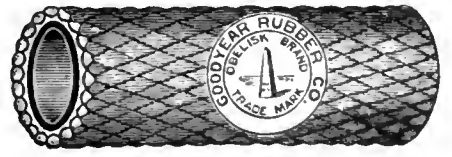
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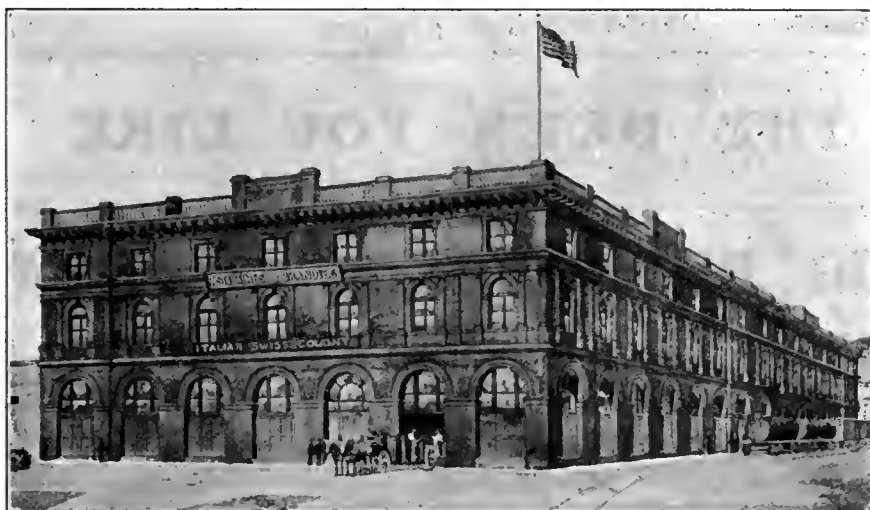
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Issued Monthly

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E. F. WOOD, - - - - SECRETARY

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The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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For A Greater San Francisco

THE PACIFIC WINE AND SPIRIT REVIEW has been favored with the following article by Mr. W. S. Parsons. It is of exceptional interest to those who have the advancement of San Francisco at heart, and as such the attention of the reader is called to it.

OAKLAND, July 15, 1912.

A fund of \$50,000 is being raised to convince Oaklanders they ought to join a confederation of all the bay cities toward eliminating waste, promote efficiency and banish bad feeling and foolish rivalry.

First, let me assure you, I am an ardent advocate of consolidation. Any man who can not see that we are all one community is either blind or will not see. It appears to me that official Oakland will not see; hence, there is little hope of accomplishing, *in the way the work is being outlined*, the very laudable object a few San Franciscans have in view. The boasting assumed by the officials of this Knockropolis and the half-hearted manner in which the people and press are floundering in your city, show the futility of any further agitation for consolidation.

I am told that 62,000 people cross the bay daily to earn a living in San Francisco. This means that 200,000 here are dependent on San Francisco for their daily bread. Why is it necessary that they be coaxed or argued into championing the cause? If the Oakland Chamber of Commerce were broad-gauged would they oppose the proposed legislative aid to enable San Francisco to enlarge its borders? If merchants and manufacturers meant business, could they not bring this matter to a head in mighty short order?

When all San Francisco rises in its might it will accomplish confederation and not before. No pussy-cat, by-your-leave policy will bring about the desired result. Don't be deceived by thinking that the time is not ripe. On the contrary, it is now or never.

I respectfully offer the following method as the best way to accomplish consolidation: Let every San Francisco employer of trans-bay voters have heart-to-heart talks with his employees on the benefits of confederation. The chances are that, six to one, the average clerk, bookkeeper or stenographer would be charmed by the boss's talk and the chances are that after some strong, quiet and effective work by the business man, the question would be settled once and forever at the polls.

This potent contact of employer and employee could be just as effective when used in conjunction with noisier work. And it is a privilege that San Francisco exclusively possesses, as Oakland does not employ any considerable amount of labor beyond its borders.

If you can not win over a majority of Oaklanders you might win over the other towns that are not so self-centered and vain. The Oaklanders would have to capitulate in the end.

Citizens of San Francisco should recognize that they are being drained by non-resident wage earners.

If these suburban towns should continue to shine by borrowed light and snap at the hand that feeds them, then San Francisco had better speak without mincing matters. It is not a question of waiting. The procrastinator never did anything. By consolidation with San Francisco, Oakland will take its right place. Suppose that in eight or ten years Oakland exceeds San Francisco in population. Will it not welcome consolidation then? Aye! and at what a price! At the blotting out of the name of San Francisco. Just think of this name being sacrificed to the stale one of "Oakland." That thought should be a trumpet call to every lover of San Francisco.

Men of San Francisco, will you make San Francisco the New York of the West?

Yours for Greater San Francisco,

W. S. PARSONS.

## California Viticultural Exhibit Association Organized And In Action

### The 1915 Wine Exhibit

THE desire of the viticultural interests of the State to contribute a pretentious wine exhibit to the Panama-Pacific International Exposition began to crystallize into an actual reality on Friday afternoon, July 19th, when an organization whose sole object shall be to provide ways and means for such a display, came into existence at a meeting of representative wine men and grape growers in the Assembly Hall of the Monadnock Building.

Mr. E. M. Sheehan, chairman of the Grape Growers' Association of California, called the meeting to order and explained briefly the purpose of the gathering. He stated that it was deemed high time that those interested in the viticultural industry followed the example of California's other leading industries and organized so as to enable the Exposition officials to have some one with whom they might deal and promptly apply for the necessary space.

He then introduced Colonel A. C. Baker, of the exhibit department of the Panama-Pacific International Exposition. He was in attendance in the absence of President C. C. Moore, who had promised to be present, but was prevented from doing so by illness.

Colonel Baker pointed out the fact that the viticultural exhibits of the different nations entered for competition would be placed in the Agricultural Palace, where the great demand for space already showed that many will be disappointed. He said that the space of the Chicago Exposition was 400,000 square feet, annex 162,000 square feet, making 562,000 square feet; at St. Louis 800,000 square feet, and at San Francisco, it would be 563,325 square feet.

He added: "On account of the general plan of this Exposition, which differs from those preceding, inasmuch as the Exposition is built around a central court, it is not possible to increase the dimensions of any building without destroying the harmony of the plan. So it can be stated authoritatively that the Agricultural Palace cannot be increased in size, even if funds were available for that purpose. At this stage of the pre-Exposition period, it is evident that there is not enough room in the Agricultural Palace to accommodate the exhibitors, so that this Exposition must be one of selection. Besides, the Department of Forestry and of Fish and Game have been eliminated as departments, forestry being treated as a product of the soil and going in Agriculture, and those parts of fish and game, in their preserved form and used for the table, are classified as food products in Agriculture. In previous Expositions there were separate departments for forestry and for fish and game, and they had separate buildings. The United States Department of Fisheries is to make a display in an aquarium building of its own.

"Of course, if the California wine exhibitors want more space than we can grant, we could accommodate them outside the Agricultural Palace. On general principles, however, I am opposed to exhibits outside of the main palaces, as it breaks the international character of the exhibit, is unsatisfactory to the jury and the outside exhibit does not get the attendance. In view of the restricted space in the Agricultural Palace, I think, therefore, it is advisable for the grape growers and winemen to organize, make a propaganda, and raise funds for a suitable display. There is no time to be lost, for the ground space is limited, and in order to obtain a desirable location, it is imperative you should know what you want and ask for it.

"I had an interview with Mr. Connick, the Director of Works, this morning, and he informed me that a most desirable site could be given to the California wine industry, provided that a building was assured and there was no unnecessary delay in the matter."

The classification of wines at the Exposition was also discussed at length with Colonel Baker and it was finally decided that group 108, headed "Wines and Brandies," should read as follows:

#### GROUP 108.

##### WINES AND BRANDIES.

- Class 635. Dry wines, red and white.
- Class 636. Sweet wines, sherry, port, angelica, etc.
- Class 637. Sparkling wines.
- Class 638. Brandies.
- Class 639. Grape juices.

Colonel Baker also laid particular stress on the importance of the Jury of Awards, and after being the recipient of a vote of thanks for his interesting talk, he withdrew.

After discussing the advisability of a State building, which it was considered would be a mistake, Mr. E. C. Priber said that inasmuch as it seemed to be the sense of the meeting that the California grape growers and wine men should take part in the Exposition, he would make a motion that the wine men make a joint exhibit in the Agricultural Building. Mr. Theo Gier seconded this motion and upon its being put to the house, it was carried unanimously.

The next step taken was to give the organization an official name, since it was decided that it must be separate and distinct from the Grape Growers' Association of California. Mr. Schilling made a motion that the designation of the organization be:

#### California Viticultural Association (1915 Exposition)

Mr. Carl Bundschu suggested that the word "exhibit" be inserted, and upon being submitted to those present, the name adopted read:

#### California Viticultural Exhibit Association (1915 Exposition)

As a nucleus for the organization, the following signified their desire to have the firms they represented entered as members:

- Wm. Hanson—California Wine Association.
- C. Schilling—C. Schilling & Co.
- A. L. Jacobi—Lachman & Jacobi.
- F. A. Busse—Napa and Sonoma Wine Company.
- Paul Masson—Paul Masson Company, San Jose.
- Theo Gier—Gier Wine Company, Livermore.
- E. H. Wente Jr.—Bernard Winery, Livermore.
- G. de Latour—Rutherford.
- C. E. Bundschu and H. P. Gundlach—of Gundlach-Bundschu Company.
- L. Moise—Schlessinger & Bender.
- P. Bernard—French-American Wine Company.
- E. M. Sheehan—Sacramento Valley Winery.
- W. P. Valsangiacomo—Columbus Vineyard and Wine Company.
- J. E. Colton—Martinez.
- M. Viera—Antioch.

Others present were: Senator L. W. Juilliard, Victor Piezzi, W. W. Lyman, J. P. Overton, E. C. Priber, J. S. Concannon, Louis Landsburger and H. F. Stoll.

Telegrams and letters expressing a desire to co-operate from those unable to be present were received from: Chas. Oldham,

of the Calwa Distributing Co.; A. B. Tarpey, of Fresno; E. B. Rogers, of Fresno; John A. Corotto, San Jose; Leopold Justi, Glen Ellen; F. Salmina & Co., St. Helena; H. Lange, of B. Arnold & Co.; Wm. Wehner, of Evergreen; Geo. P. Beveridge, of Fresno, and Wm. Pierce, of Suisun.

Next, Mr. Bundschu made a motion that the secretary be requested to make formal application for blank feet of space for a wine exhibit at the Exposition. Mr. Schilling requested that we add a request that we have the right to serve or give away wine. The motion was seconded by Mr. Hanson and unanimously passed.

In introducing his amendment, Mr. Schilling said: "I have given the matter considerable thought and I believe that those interested in the viticultural industry of California should make a joint exhibit where everybody may place his goods as he desires, subject to the approval of the committee. The privilege must be granted to the Exhibit Association that they can give their friends wine. When they visit the exhibit or the place allotted to each one, they should have a chance to partake of California wine and have a glass of the best. I do not believe that it should be our policy to sell wines. I think our exhibit ought to be a place where wine is to be given away. In 1894 we had the Midwinter Fair, and in a small way we dispensed our wines and met with good success. The people liked it. Now we can do the same in 1915. We can issue tickets, which will permit our friends, or any one, to secure our wines when they present same to the proper person, who will represent the California viticultural industry. Each one can call for any wines he desires, provided he has a ticket naming that particular wine. If one firm is willing to distribute more wine to friends than others, that makes no difference; it will be their privilege. If I am willing to spend 10,000 bottles of wine to advertise my wine, I should have the right to do so. If some one else only opens 100 bottles, that's his business.

"We must take these matters into consideration, but under no circumstances would I agree to exhibit unless our wine bottles may be opened."

The next step suggested was the selection of officers to include not only those present, but any additional grape growers or wine men who were considered necessary to make the list of officials and committees effective.

Mr. Gier introduced a resolution that a nominating committee of nine from those present be appointed by the chair to retire and submit to the meeting, before it adjourned, the officers for the association and the members of the Executive Committee. This was seconded by Mr. A. Jacobi. The nominating committee appointed by the chair consisted of Mr. Theo Gier, Mr. Wm. Hanson, Mr. Paul Masson, Mr. Carl Bundschu, Mr. Frank A. Busse, Mr. A. L. Jacobi, Mr. H. F. Stoll, Mr. E. C. Priber and Mr. J. P. Overton. After due deliberation, they brought in the following report: President, Senator L. W. Juilliard; first vice-president, Mr. Wm. Hanson; second vice-president, Mr. Secundo Guasti; third vice-president, Mr. E. M. Sheehan; treasurer, Mr. Andrea Sbarboro; secretary, Mr. H. F. Stoll.

The Executive Committee to consist of the above five officers and Mr. Carl Bundschu, Mr. Paul Masson, Mr. E. C. Priber, Mr. Theo Gier, Mr. M. F. Tarpey, Mr. C. J. Wetmore, Mr. J. P. Overton, Mr. E. L. La Rue, Mr. Frank Busse, Mr. C. S. Schilling, Mr. Frank Swett, Mr. C. H. Wente, Mr. W. W. Lyman and Mr. Wm. Wehner.

The Nominating Committee recommended that the president be an ex-officio member of all committees and that he be permitted to fill any vacancies or name further members for the Executive Committee if necessary.

Mr. Schilling made a motion that the report of the Nominating Committee be adopted as read. The motion was seconded by Mr. Gier and unanimously carried.

Mr. Sheehan acted as temporary chairman until the election of the officers, when Senator Juilliard took his place. The latter made a graceful little speech, saying that he was willing to accept the position if those present were certain that he would be able to harmonize the different interests, since he had no axe to grind, and his first thought always was to assist any movement that would contribute to the prosperity of our viticultural industry.

Mr. Hanson then made a motion that, for organization purposes, the State be divided into the following viticultural sections: (1) Sonoma, Lake and Mendocino counties; (2) Napa and Solano counties; (3) Alameda and Contra Costa counties; (4) Santa Clara and Santa Cruz counties; (5) San Francisco, Marin and San Mateo counties; (6) Sacramento, Yolo, Placer, Tehama, etc.; (7) San Joaquin, Stanislaus and Merced counties; (8) Fresno, Madera, Kings and Tulare counties; (9) Southern California.

The following were named chairmen of the various committees in charge of the different viticultural divisions: (1) Mr. Andrea Sbarboro, (2) Mr. E. C. Priber, (3) Mr. Theo Gier, (4) Mr. Paul Masson, (5) Mr. C. Schilling, (6) Mr. E. M. Sheehan, (7) Mr. Louis Wetmore, (8) Mr. M. F. Tarpey, (9) Mr. Secundo Guasti.

The secretary was instructed to notify them of their appointments and to request from each a list of those whom they desired to assist, so that the president and secretary might personally ask for their co-operation with the Exhibit Association. Their next duty was to find out promptly who in each section intended to exhibit, so that the Exhibit Committee might be able to arrive at a definite conclusion as to the space they would need.

It was also decided that these chairmen constitute the Finance Committee, since they will be able to serve in a dual capacity; that is, interest the people in their section and help to collect the funds as well.

Those appointed on the Exhibit Committee are: Mr. C. J. Wetmore, Mr. Sophus Federspiel, Mr. Chas. Oldham, Mr. Frank Busse, Mr. H. Lang, Mr. Carl Dresel, Mr. Paul Masson, Mr. E. H. Rixford, Mr. Leo Korbel, Mr. Theo Gier, Mr. Max Goldschmidt, Mr. E. M. Sheehan and Mr. Wm. Wolff.

Mr. Stoll was appointed chairman of the Publicity Committee with power to add to his department whatever assistants were deemed necessary.

Further committees, such as a Grape Day Committee, Reception Committee and Banquet Committee, were left to the appointment of the chair at a later date.

The selection of Senator Juilliard as president is looked upon as an inspiration, as he is friendly to all and will be well able to represent the industry creditably on all occasions. He has a pleasing personality, is an eloquent speaker, and can be depended on to fight for recognition of our wines during the life of the Exposition.

Temporary headquarters for the California Viticultural Exhibit Association have been established at Room 502, 45 Kearny street, where those interested may address or call on the secretary.

### H. E. Taylor Jr. & Sons Increase Capital Stock

ON June 28th, E. H. Taylor Jr. & Sons filed articles in the Secretary of State's office increasing their capital stock from \$250,000 to \$1,000,000. According to the press a part of the capital will be used in extensive improvements at the plant.

# LOS ANGELES DEPARTMENT

LOS ANGELES, July 19, 1912.—The summer weather has at last arrived, and the last few days have been warm enough to start the circulation of a salamander. Reports from several portions of the county are to the effect that the grapes are burning badly and that the crop will be affected very materially because of it if the hot weather continues for a few days longer. Up to the present, indications have been toward a bumper crop this season, a situation that has caused the winery men of this section considerable concern, for on them depends the movement of the wine grapes. Inquiry among the wine men shows that they all have more or less full cellars and are not disposed to purchase any further cooperage or extend their cellar facilities, a condition that bodes ill for the wine grape market this fall. A light crop would therefore be a relief to all concerned. In the trade there is but little moving, the continued demoralization of wine prices and the regular summer dullness, with a Presidential off year, makes a combination that is hard on the business, and, as a consequence, the wine men are not viewing the situation with any particular enthusiasm. Locally, the trade is normal. The city is filled with visitors which the hot weather of the interior has driven to the Coast for relief, and our merchants are doing a little more than the usual amount of business for this time of the year.

The free lunch must go. The City Council, under the prodding of the Prohibs, churches and the tightwad members of the traffic, has decided that it must go and has passed an ordinance to that effect as follows, which forbids any person to sell, serve or give away, "any meal, lunch, food, viand or edible" in any retail liquor establishment. A clause also forbids the acceptance of any check representative of value, other than United States coin, in payment for drinks. The plan to prohibit the treating of one person by another is also being seriously discussed by the Police Commission. Los Angeles has long been afflicted by the greatest variety of "cranks" of any city in the United States, and it begins to look as if some of their particular brand of belief is taking hold of the city administration, which seems to have gone mad on the subject of regulation. At this rate, we can soon expect an ordinance "regulating" our hours for work, eating and sleep, if the "paternalism" of the city administration is not checked, by a revolt of the voters, the majority of whom are becoming heartily tired of the domination of the "holier than thou" trinity, the W. C. T. U., Church Federation and the Goo-Goos of the administration.

Dr. John R. Haynes and Wm. Mead, leaders in that bunch of cranks, the Municipal Reform Association, are endeavoring to have the Police Commission adopt a resolution forcing the closing of all saloons at 6 p. m. and also to adopt the "Gothenberg System" and several other like idiosyncrasies.

The Los Angeles office of the Internal Revenue Department shows an increase of practically \$200,000 for the fiscal year ending July 1st. Nearly a million and a quarter dollars were collected this year from every source as against \$1,041,566.84. Tax collections increased five to ten per cent, the only item showing a decrease being the revenue collected from retail liquor dealers' licenses. Following are the itemized collections for the year: Corporation tax, \$324,276.29; beer stamps, \$322,212.50; spirit stamps, \$384,112; cigars and cigarette stamps, \$48,810.66; tobacco stamps, \$1586.44; special tax, \$92,242.66; play-

ing card stamps, \$32.34; case stamps, \$90; and miscellaneous collections, \$41,380.44; total, \$1,207,169.10.

Restaurant liquor licenses were granted this month to Achille Travaglini for No. 710 South Spring street; Claud Mathewson, for No. 235½ South Spring street; Vanderlinden & Hambacher, for No. 116 West Seventh street, and Louis Cendra, for No. 136 North Spring street. The Knickerbocker Club was granted a social club liquor permit for No. 437 South Hill street. The retail permit held by Pitcher & Cannon for No. 421 South Main street was cancelled and one was issued to William B. Cannon for the same location. The permit for a saloon held by A. P. Kelso for No. 658 South Main street was cancelled and a new one was issued for the same location to Dunkle & Mayfield. The retail permit of Harry E. Kelso for No. 621 South Spring street was cancelled and Kelso & Kelso were given a permit of the same character for this place. Edwards & Nelson get a retail permit for No. 2059 East Seventh street in place of the one held by Harding & Nelson, which was cancelled. The retail permit of Krouse & Nagle for No. 420 South Main street was cancelled and a new one for the same location was issued to Peter Krouse.

The W. C. T. U. are now making an attempt to make San Pedro a dry town on the same ground as caused the ruling on the aqueduct work. They argue that the vast amount of work being done by the city at the harbor is sufficient ground to enact an ordinance forbidding the sale of liquor within so many miles of the work. Verily, the way of the liquor man in this fair Southland is hard.

"Billy" Ahrens, member of the firm of Jos. Melezer & Co., together with Scott, bookkeeper for the house, are still planning their "bungalows" for their hunting lodges up the Santa Anita Canyon in the Forest Reserve. They will sure be some "house" when completed.

William Wolff, the well-known San Francisco liquor merchant, was a visitor in Los Angeles the past week.

Dan Jerrue has been forced to abandon the delights of growing spuds and cabbage on his ranch at Eastlake Park and come back to biz, as his partner, Hevren, has gone to Catalina to look after the firm's fine business at that resort.

Adolph Becker and wife, together with Billy Christian, have departed for Kings River Canyon on a month or six weeks' hunting and fishing trip, under the guidance of Charles Bastian. Adolph has invested in a Simplex Six and will motor as far as the car can be driven and then will pack on into the wilds.

The Baer-Fox Wine Company is the title of a new company just opened here. Oscar Baer, the well-known cigar man, and W. G. O. Fox, for many years connected with the Los Angeles Wine Company, are firm members. The new company bought the store of the Ideal Wine Company, at 122 East Third street, and remodeled it and restocked it with a complete stock of the the highest grade goods and will conduct a wholesale and family trade. The many friends of the firm have already set a fine tide of trade flowing their way and they are already doing a very flattering business.



According to the locality of the saloons the retail liquor licenses in the city of Los Angeles are worth from \$5000 to \$10,000. As the number of licenses is decreased the value of the licenses will go higher. Mayor Alexander has made the following statement in connection with the value of licenses: "Saloons in Los Angeles are selling away above their actual value. I doubt if the stock in any ordinary saloon in this city is worth more than \$1000. People pay from \$4000 to \$5000 simply to get hold of the license. That is because there is a limit placed on the number of saloons."

Long Beach holds the record as a dry town. It has been dry longer than any other town in the State. Liquor is sold only on a physician's prescription in that town. During the year past there were 505 arrests for drunkenness, or 47 per cent of the total arrests. Is there any wet town in the State that can break that record?

Hereafter the saloonkeepers of Anaheim will pay \$75 per month for their licenses and the wholesale liquor men will pay \$50 per month. Seven saloons and two wholesale houses are affected.

Wine grape growers of Dinuba are in battle with the association wineries over prices. It is said that the wine men claim to have a large stock on hand and can not name prices without speculating. The growers claim that the independents are encouraging them to hold out for \$12 a ton. As the growers made no profits last year they hope to make up for hard times this season.

#### Notable Visitors to Asti

ABOUT 350 Nobles of the Islam Temple of the Mystic Shriners were guests of the Italian-Swiss Colony at Asti on Sunday, June 30th, and it is safe to say that their pleasant visit there will be long remembered.

They were received by Mr. Andrea Sbarboro, Mr. M. J. Fontana, Mr. Edmund Rossi and Mr. S. Federspiel, and then conducted about the wonderful plant, where they had an opportunity to study the up-to-date machinery and methods of making wine; the largest wine tank in the world, with a capacity of 500,000 gallons; the cooper shop, where thousands of barrels are made, and the champagne vaults, where M. Charles Jadeau, the famous French champagne expert, is busy superintending the filling of 400,000 bottles of Golden State Extra Dry Champagne. This, by the way, is to be the natural California champagne that will be offered to the Exposition visitors in 1915 by the Italian-Swiss Colony. The Shriners were amazed at the time, care and expense necessary to produce this "Grand Prix" champagne and followed closely the explanation of the various stages through which the wine goes from the time each bottle is filled until it is handled over 200 times and at last ready for the consumer.

A much-enjoyed feature of the outing was an outdoor luncheon under the wild grape vine arbor that adjoins the Villa Pompeii, the summer home of Andrea Sbarboro. In addition to many good things to eat, the visitors were served with "Golden State, Extra Dry Champagne," and several of the finest dry wines produced at Asti.

Illustrious Potentate Harry Maundrell, in a well-chosen speech, thanked the Colony for the educational treat that had been conferred upon the Shriners and declared that the visit had proved a revelation.

Many of the guests inspected the immense 1750 acre vineyard, which is a picture of emerald loveliness at this time of the year, and later the merry Nobles departed for home in autos and in their special train.

#### Central California Items of Interest

MODESTO, July 24.

BY a very narrow majority the people of Modesto decided July 10 that the eleven saloons of the city should close within ten days. There was quite a celebration on the part of the anti-saloon forces when the result of the election became known.

For two weeks a fierce campaign has been waged. Nightly meetings by both forces were held. The fight was a hard one, but was not characterized by rancorous feelings. On the morning of the election the anti-saloon party paraded babies in carriages with badges pleading "Vote for me," etc. Various dodgers were scattered reading "Down with Sunday Theatres," "Down with Sunday Baseball," etc. When the anti-saloon people learned that the effect of these was in favor of the saloon people they made haste to deny responsibility for them.

Victory for the drys is due entirely to the Wisecarver addition to the city. Modesto city proper had voted 72 in favor of the wets. This was offset by a majority of 112 in favor of the drys by Wisecarver addition.

One of the results of the election has been the suspension of operations on the new 100-room hotel, in course of construction by Henry Crow at the corner of Eleventh and H streets. Mr. Crow has decided to do nothing with the hotel until the dry policy has been given a trial. If the city had voted wet he would have continued to build. The cost of the hotel was to have been \$100,000.

Modesto saloons closed at midnight July 20. They will not be reopened until the petition of Brown and Irving for an injunction to prevent the closing of the saloons has been heard.

The petition of Messrs. Brown and Irving, who are the proprietors of the Olympic bar, is to prevent the closing of all saloons. The petitioners are represented by a host of able lawyers.

If the petition should be denied it is proposed that a new town be incorporated just outside the city limits where the wets may be at home. It is also reported that a large roadhouse be established on the railroad line just inside the San Joaquin county line.

Salinas drys have commenced the circulation of petitions for a local option election at the coming general election in November. The drys appear to be confident that they will win in the event of the election. The wets in the small towns are starting an agitation for incorporation in order to head off the drys.

The Plainfield roadhouse was voted out of existence July 5. Drys won by a majority of 69 in the three precincts.

Many changes have been made in the saloon ordinances at Hollister. The number of licenses is limited to twelve. Closing hours will be 11 p. m. on week days and 12 m. on Sunday. A transparent pane of glass must be placed in the door of the saloon so as to give a plain view of the inside. The license fee is set at \$125 per quarter.

#### Decrease of Champagne Export

THE champagne district in France for the 12 months ended March 31 exported 29,373,899 bottles. The district just outside of Champagne exported 6,314,115 bottles. The total for the Champagne country and neighborhood was 35,688,014 bottles. The year previous the exports amounted to 38,524,402 bottles and in 1909-1910 to 39,294,526 bottles.

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# SEATTLE AND NORTHWEST NEWS



SEATTLE, July 22, 1912.—Rear-Admiral V. L. Cottman has started a great deal of controversy by closing the gate to Charleston against the enlisted men, on the ground that a fourth saloon in Charleston was started and licensed in consequence of the establishment of new marine barracks at Charleston. The Charleston Commercial Club on July 19 decided to take the matter up with the Secretary of the Navy toward having the admiral's order closing the gate countermanded, and it is expected that the trouble will be adjusted by the Navy Department. The admiral claims that just as soon as the several hundred navy men occupied the new barracks the City Council proceeded to license a fourth saloon, thereby offering temptation to the men. But the City Council claims that there had always been four saloons in the city and there should have been no objection to the re-establishment of the fourth when conditions called for it.

The Classen Chemical Company has resumed the manufacture of alcohol at its Hadlock distilling plant, which was shut down for six weeks in order to change the process from wood to molasses. Molasses will be brought from the Hawaiiis and the bastol department will be discontinued. Mr. D. J. Shanahan has been appointed superintendent of the plant.

In Spokane the dry forces are organizing for a fight, "tooth and nail," at the local option election this fall. A meeting at which 300 were present was held in the Y. M. C. A. building and organization effected. Each and every ward in the city of Spokane will be covered by committees representing women's organizations, labor unions and Catholic societies. Mr. J. D. Campbell has been chosen the head of the movement. It appears that the principal object is to keep the saloon men of Spokane from sending funds to help the saloonkeepers in their fight at North Yakima and Squedunk.

The Reverend Conrad Bluhm has started a campaign against the saloons in Spokane on the ground of patriotism. He considers the licensing of saloons as being un-American, but so far has made no reference to unlicensed saloons. Later on we will very likely learn whether or not he considers them as being American.

Prohibitionists in Spokane are inclined to adopt as their party animal the camel. It is hard to say why, but it is very probable simply due to the fact that the making of emblems is just now a party fad. In coming in for distinction the poor camel will very likely be induced to display a very long neck as a sign that he can go a long while without a drink. This will not contribute much to the harmony of the party, however, considering that it is pretty well rent with insurrection.

The Tacoma *Tribune* expresses alarm over the accusations which prohibitionists are hurling at President Taft, Colonel Roosevelt and Professor Wilson. All these three gentlemen (spare the word) have been charged with drunkenness. Prohibitionists say that President Taft has made a rum joint out of the White House, that Oyster Bay reeks with the fumes of alcohol, and that Professor Wilson intends to change the name of the White House to "Murphy's Place" and dispense liquor in it in the event of his election. But what causes apprehension to the *Tribune* is the remedy in sight, namely, the election of the prohibitionists to the place sought by Taft, Roosevelt and Wil-

son. The *Tribune*, judging by the intemperance in word and action of the prohibitionists, fears that the White House, controlled by prohibitionists, would become a "blind pig."

North Yakima is again to have a local option election. Every election practically has something to do with the saloons. The city has always decided in favor of the saloons, but this year the Civic League believes it will vote for prohibition.

Mr. T. S. Kennerly will move his brandy distillery from Baker City, Oregon, to North Yakima, Washington, and hopes to have the plant in operation in August.

At the local option election to be held at Centralia, Washington, this fall, the "drys" expect to be successful. They have effected a strong organization and are prepared for a warm fight. Dr. E. L. Kniskern will have charge of their campaign. Petitions have been prepared toward having the liquor question placed on the regular ballot in November. The "drys" express hope for success this fall on account of the vote of the women. The "wets" believe that the temperance wave has spent its force and is passing away and for that reason think that the "drys" have no chance of victory. They have not organized. If they lose they will know where to place the blame.

Councilman Maguire, of the City Council of Portland, proposes to have embodied in the ordinance for the city of Portland provisions for the abolishment of free lunches in saloons, prohibition of more than one entrance or exit to saloons, taking out of chairs, benches, etc., from saloons, and other restrictions. He would prevent the sale of licenses, prohibit members of the City Council from having any interest in saloons.

The Rosenberg Brewing and Ice Company, of Rosenberg, Oregon, has been charged with selling beer containing more than 3 per cent alcohol. This charge is based on investigations made by Professor Shinn of the University of Oregon. The stock of the company is held by the most prominent people of the town and they are shocked at the charges, as the town is a dry one and the brewery the only one in operation.

At Coeur d'Alene, Idaho, the Council has decided to issue no more licenses until the number of saloons is one to each 1000 inhabitants.

Caldwell, Idaho, has had a great deal of excitement deciding between wet and dry candidates for the various offices to be voted on in November. The drys decided to support Mr. Morrison for Governor against Mr. Haines.

Proprietors of saloons in Salem, Oregon, have signed a pledge to sell no liquors to minors or drunkards. This has been in consequence of accusations having been made against them and the refusal of the aldermen to consider their denials. In addition to the pledge the saloon keepers have agreed to keep a record of all minors and drunkards who ask them to sell liquors to them and submit the list to the authorities.

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## LOUISVILLE DEPARTMENT

G. D. CRAIN, JR., Regular Correspondent, 305 Keller Bldg., Louisville, Ky.

G. D. Crain, Jr., 306 Keller Bldg., Louisville, Ky.

**L**OUISVILLE, KY., July 25.—With the dullerest month of the year in the liquor trade of this section practically a thing of the past, Kentucky distillers are beginning to figure plans for the operating season of 1912-13, which is now in plain view. July, a naturally quiet month, has brought but little of interest in the trade. A big percentage of the distillers has found time for vacations and it is just now that signs of rejuvenation for the active season ahead are appearing.

Although some whisky will be made in Kentucky during September, it will not be time for the season to open full swing until October 1 or October 15. Within from two to three months every plant in the state will have resumed operations. The extent of the coming crop will be governed greatly by the attitude with which the distillers will regard the actual report of 1911-12 operations. The Federal report of last year's crop will probably be published within the next ten days or two weeks, as it is due to arrive about the middle of August. Governmental statistics in this regard are being awaited with interest, for although it is figured that the year will run about 42,000,000 gallons, the distillers desire official information upon which to base future action.

By the time that the trade in Louisville commences its weekly luncheons about the first of September, as was the custom last year, it is probable that concerted opinion as to the course which will be pursued during 1912-13 will be evident. Last year many authorities expressed the belief that a shorter crop this year is a matter of necessity to ward off dangers of over-production for future years. Whether or not conservative operations will feature the coming season is a matter to be decided by the producers themselves within the next few months. At present the question favors the elimination of future steps toward anything like the bumper, forty-odd-million-gallon productions which have featured this year and last.

The whisky trade is getting away from the old type of wooden or corrugated-iron distillery or warehouse in its progress toward bigger and better business. The Old Grand-Dad Distilling Company, one of the most progressive local concerns, offers an example of this movement in the industry in that it is equipping its plant near Bardstown with a complete automatic sprinkler system. The sprinkler will effect a saving in insurance rates and will insure safety hitherto unknown at the plant. Not long ago, as an additional example, the Sunny Brook Distilling Company completed the erection of a handsome concrete, brick, steel and glass distillery building on its property at Twenty-eighth street and Broadway. Bluegrass distillers are becoming advocates of modern construction which minimizes fire risks as well as decreases the cost of doing business.

R. E. Wathen & Company, according to their report to the REVIEW, are preparing for the busy season with energy and are disposed to view the prospect very optimistically. A new 100-horsepower boiler, purchased from the Henry Vogt Machine Company, of this city, has been added to the power plant at the Wathen distilleries, and additional improvements are being outlined, to be completed before the busy season commences September 1.

Richard E. Wathen, president of R. E. Wathen & Company and president of the Kentucky Wholesale Liquor Dealers' Association, leaves August 1 for a month's vacation at Long Lake, Wis., accompanied by Mrs. Wathen.

Otho H. Wathen, of R. E. Wathen & Company, has returned from a motor trip through the Berkshires in New England and Lower Canada, with a party in his handsome Packard touring-car.

Automobiles are the vogue with Kentucky distillers, if the action of the members of the Mattingly-Moore Distilling Company, one of the best known concerns in Louisville, is to be taken as a precedent. R. H. Edelen, president of the Mattingly-Moore Distilling Company, recently purchased a luxurious Peerless Big Six touring-car. William Higgins, secretary-treasurer of the company, bought a Case "40" a few days ago, and William H. Hood, also of that company, is the possessor of a new Flanders racer of the most approved type.

Mrs. M. A. Wathen, widow of the late Martin A. Wathen, who was president of the Old Grand-Dad Distilling Company prior to his death a short time ago, has left with her daughter, Miss Martine Wathen, to spend the remainder of the summer in Bay View, Mich.

A decrease of \$369,600.83 in internal revenue collections upon whisky produced in this district of Kentucky was evidenced in the report of the Louisville revenue office for the year ending June 30, 1912, as compared with the corresponding term ending in 1911. Whisky and tobacco, so far as the local district is concerned, furnish fifteen-sixteenths of the year's collections. During the year ending June 30, 1912, \$13,532,101.26 was paid in at Louisville upon whisky, as compared with \$13,901,702.09 for the same item the year preceding. While the total for the year showed a decrease, June in 1912 led June in 1911 by more than \$90,000, the former period having \$843,714.17 to its credit as opposed to \$747,557.67 for the corresponding month last year. The internal revenue collections for the fiscal year just past total \$16,897,817.13.

To enable distillers and owners of distilled spirits bottled in bond for export to meet orders for immediate shipment by keeping on hand a sufficient quantity of goods, the Treasury Department of the United States has issued from Washington, D. C., a set of regulations, supplementary to Regulations No. 23, revised June 6, 1907. Kentucky distillers are naturally extremely interested in the recent departmental bulletin. The regulations provide that no portion of a bottling warehouse may be used to store spirits which are bottled for export. A separate room or building on the distillery premises must be provided for this purpose. The general make-up and location of this storage warehouse must be approved by the Collector and Commissioner of Internal Revenue. The proprietor, as the regulations specify, must then give bond for the proper storage and accounting of all such spirits, this bond to be sufficient to cover the tax upon the largest quantity of spirits that may be stored for export at any one time, and in no case to be less than \$500. Further specifications of a minor character, dealing with the proper method of stamping, wiring and storing cases of spirits for export, are provided by Commissioner of Internal Revenue Roy E. Cabell.



Herman F. W. Volkerding, president of the well-known local distilling firm of John T. Barbee & Sons and one of the best-known business men and fraternalists in Louisville, died a short time ago at Norton Memorial Infirmary in this city. Mr. Volkerding succumbed as the result of an operation for gall-stones. He was born forty-two years ago in Cincinnati, O., but had resided in Louisville since he was six years old. Most of his business life had been spent in the liquor trade, although after his rise to the presidency of John T. Barbee & Company he became a stockholder in other big corporations and was widely known as an owner of West End real estate. Mr. Volkerding was a member of the latest Republican General Council and was prominent in fraternal circles, being a Shriner and a high Mason. Besides his widow, who was Miss Mary Elizabeth Hauber, he is survived by eight children, George, Carl, Herman F. W., Jr., Frederick, Marie, Virginia, Dorothy and Ruth Volkerding.

Beneath the folds of the Stars and Stripes and the Tri-Color of the French Republic, the twentieth anniversary of the Fall of the Bastille one hundred and twenty-three years ago was celebrated by the Fete Nationale of France, a local organization of Frenchmen which was founded two decades ago, was celebrated July 5. Michel Hermann, head of the well-known local wine importing firm of Hermann Brothers, and the French Consul in Louisville, presided as toastmaster at the banquet which featured the celebration and the dining-room at Sullivan & Brach's cafe resounded with French songs and toasts, all delivered in the mother tongue.

Col. Marion E. Taylor, head of the local distilling firm of Wright & Taylor, is on his way home from a tour of the world which has consumed practically an entire year. Col. Taylor is accompanied by Mrs. Taylor. They sailed ten months ago from San Francisco, and after six weeks in Japan went to China, Burmah, India, Ceylon, through Egypt, the Nile, Palestine, Turkey and Greece. After a complete tour of the Continent and the British Isles, Mr. and Mrs. Taylor are now in Paris for a stay before returning to America.

The Kentucky Co-operation Distillers' Company, of Louisville, has filed amended articles of incorporation changing its corporate name to the N. L. Fitschen Company and authorizing an increase in its capitalization from \$100,000 to \$150,000.

Surrounded by a merry party in the parlors of the Seelbach Hotel in this city, Mr. Walter L. Klein, a prominent whisky merchant of Cincinnati, O., and Miss Frances Wile, of Owensboro, Ky., were married a short time ago by Dr. David Phillipson, of Cincinnati. Following the ceremony a delightful supper was served to friends of the couple who had come from three states for the occasion, and Mr. and Mrs. Klein left for the White Mountains in New Hampshire, where they will spend the remainder of the summer before returning to Cincinnati, where Mr. Klein is established in the wholesale liquor trade.

The Stitzel Distilling Company, of this city, has secured a permit to erect a warehouse costing \$5000 on its property at 1033 Story avenue. The structure will be iron-clad, seven stories in height, occupying a site 68 by 80 feet in dimension, and will be completed by October 1.

Authorizing an increase in its capitalization of from \$250,000 to \$1,000,000, E. H. Taylor, Jr., & Sons have filed amended articles of incorporation at Frankfort, Ky. The Taylor company, which has long been prominent in the Kentucky distilling industry, is now one of the biggest in the country. Not long

ago Col. E. H. Taylor, Jr., president of the concern, offered Dr. Harvey W. Wiley, the illustrious pure food expert, a salary of \$15,000 per annum to become associated with the Frankfort company in the production of pure food whisky. Although forced to decline the offer because of the press of duties with his magazine, *Good Housekeeping*, Dr. Wiley complimented the Frankfort distiller upon the excellence of Taylor whiskies.

Blanchester, O., has filed with the Interstate Commerce Commission at Washington, D. C., a complaint against the Louisville & Nashville Railroad Company and other carriers, representing that a rate of 24 cents per hundred upon distillers' grain between Eminence, Ky., and Howell, Mich., is unjust and discriminatory, inasmuch as it is in excess of 11½ cents per hundredweight. The petition seeks reparation upon a shipment of 40,000 pounds of grain made at the alleged discriminatory rate between the points named.

Captain R. T. Abbett, who for years has been superintendent of the Richwood Distilleries, owned by the Susquemac Distilling Company in Bedford, Ky., has tendered his resignation to the Susquemac company, the action taking effect immediately. J. W. Barlow, of Louisville, has been appointed to succeed Mr. Abbett.

### Canadian Vineyard Industry and Imports

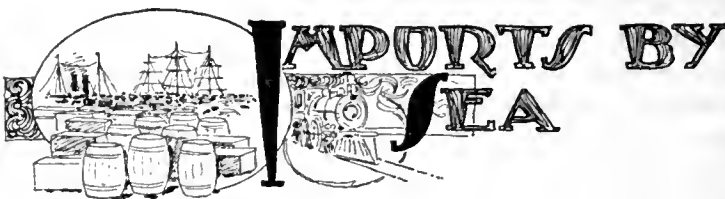
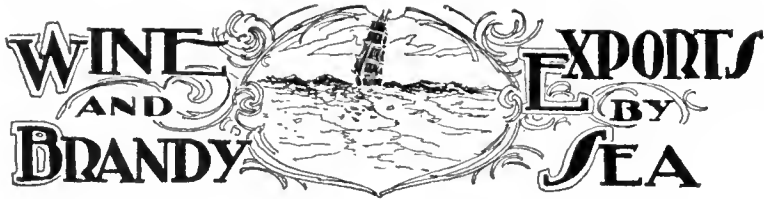
CANADIAN grape growing centers in the Province of Ontario, whose vineyards cover 12,000 acres. The figures furnished by the Ontario Government of the cost of maintenance and the profit per acre are as follows:

Cost of bringing an acre of grapes into full bearing, including supports for vines, \$75; annual outlay per acre when bearing (pruning and tying, cultivation, spraying three times, picking, and packages, and delivery to stations), \$60; average yield, 3 tons (or 750 baskets, average price 15 cents), \$113 (a yield of 5 tons per acre is frequently obtained); net return per acre, \$53.

Grapes for the table are mainly raised, but about one-third of the grape crop is devoted to the manufacture of wine, the annual output being 300,000 gallons, for which purpose the grower is able to dispose of his crop at from \$18 to \$36 per ton, and finds it a profitable method, as everything can be shipped. Plants for wine manufacture exist at St. Catharines, Hamilton, Stanford (near Niagara Falls), and at Sandwich and Pelee Islands in Essex County. The markets for table grapes are Toronto, Hamilton and other neighboring cities. Grapes are also shipped by the carload to the western and eastern Provinces. It may be pointed out that grape growing at present is conducted in connection with other forms of fruit growing, and with the raising of vegetables and tobacco. Mixed horticulture of this character is growing very rapidly in Ontario.

During the fiscal year ended March 31, 1911, Canada imported 2,900,288 pounds of fresh grapes, valued at \$149,693, from the United States, 994,627 pounds, valued at \$79,192, from the United Kingdom, and 39,340 pounds, valued at \$2423, from Spain. In the same year Canada imported 596,914 gallons of wine, valued at \$446,448, of which the United States supplied 52,091 gallons, valued at \$25,986; 60,812 gallons of champagnes, valued at \$577,045, of which 171 gallons came from the United States, with a value of \$1565; and 8747 gallons of medicinal wines, valued at \$18,749, of which 283 gallons, valued at \$586, were from the United States.

Wines imported into Canada from the United Kingdom are generally subject to the rates of duty of the British preferential tariff, but some wines are admitted at the rates provided for by the treaty with France, which are lower than the preferential rates. Wines imported from the United States pay the general tariff duties, which are those of the British preferential tariff plus 30 per cent ad valorem. Wines from France are admitted either at intermediate rates, which are equal to the British preferential rates, or at the special rates mentioned above, while Italian wines are subject to the rates of the intermediate tariff.



NAMES OF CONSIGNEES WILL NOT BE GIVEN

Owing to a recent order of the Secretary of the Treasury through his local representatives, it has been found necessary to discontinue giving the names of the Consignees at this port. We regret to have to make this announcement, but for the time being, such conditions will rule.

EXPORTS OF WINE.

FROM JUNE 20, 1912, TO JULY 20, 1912.

Destination.	Cases.	Gallons.	Value.
To Alaska .....	560	916	\$2,472
" British Columbia .....	194	2,189	1,436
" Central America .....	22	12,810	5,308
" China .....	2	2,267	915
" Hawaiian Islands .....	102	70,045	29,139
" Japan .....	.....	1,550	489
" Mexico .....	11	2,549	1,058
" Philippine Islands .....	20	1,400	798
" South America .....	16	6,158	2,855
" Society Islands .....	.....	1,132	978
" Samoan Islands .....	.....	470	237
" Marquises Islands .....	.....	1,408	489
" Dutch East Indies .....	.....	110	44
" Korea .....	.....	50	20
" Australia .....	.....	27	18
" Cooks Islands .....	.....	25	15
" Cuba .....	.....	1,275	387
" France .....	.....	3,027	732
" New York .....	413	481,270	141,111
" Other Eastern States .....	.....	52,915	20,718
Total .....	1,340	641,593	\$209,219

BRANDY.

Destination.	Cases.	Gallons.	Value.
To Alaska .....	2	307	\$724
" British Columbia .....	8	.....	80
" Hawaiian Islands .....	31	.....	523
" Central America .....	.....	20	25
" South America .....	.....	4	8
" New York .....	1	597	1,297
Total .....	42	928	\$2,657

WHISKY.

Destination.	Cases.	Gallons.	Value.
To Alaska .....	376	1,392	\$13,797
" Central America .....	34	40	257
" China .....	.....	343	381
" Hawaiian Islands .....	265	443	3,022
" Japan .....	5	.....	24
" Philippine Islands .....	175	.....	738
" Australia .....	2	.....	20
Total .....	857	2,218	\$18,239

BEER.

Destination.	Packages.	Value.
To Alaska .....	365	\$3,388
" Central America .....	253	1,599
" China .....	25	123
" Hawaiian Islands .....	364	3,321
" Philippine Islands .....	60	430
" South America .....	45	302
" Society Islands .....	56	481
" Australia .....	1	16
" Marquises Islands .....	2	14
Total .....	1,171	\$9,674

MISCELLANEOUS.

Destination.	Packages and Contents.
To Alaska .....	5 cs 3 bbls Ginger Ale, 3 cs Alcohol, 62 cs Grape Juice
.....	.....1 bbl Rum, 20 cs Cider, 72 cs Gin, 50 cs Champagne
.....	.....80 cs Vermouth, 1 cs Mineral Water
" British Columbia .....	.....50 cs Gin
" Central America .....	4 cs 50 crates Mineral Water, 1 cs Porter, 3 kgs Vermouth
.....	.....6 cs Cherries in Maraschino
" China .....	62 cs Grape Juice, 1 cs Cider, 9 cs Cherries in Maraschino
" Hawaiian Islands .....	47 cs Liqueurs, 531 cs 1 bbl Gin, 4 cs Alcohol
.....	.....1 cs Fruit Juice, 35 cs Champagne, 2 csks Stout
.....	.....15 cs Grenadine, 47 cs Cider, 6 cs Bitters, 5 cs Cordials
.....	.....61 cs Grape Juice, 20 cs Rum, 130 cs Mineral Water
.....	.....1 cs Punch, 25 cs Vermouth, 2 ocs Port Wine
" Japan .....	.....11 cs Grape Juice
" Mexico .....	4 cs China Wine, 6 cs Mineral Water
" Philippine Islands .....	122 cs Liqueurs, 25 cs Gin, 25 cs Cocktails
.....	.....2 cs Syrups, 1/2 bbl Cordial, 15 cs Cider
" South America .....	10 bbls Ginger Ale, 5 bbls Mineral Water
" Society Islands .....	.....2 cs Spirits
" Australia .....	20 cs Mineral Water
" Marquises Islands .....	.....3 cs Ginger Ale
" Korea .....	2 cs Cherries in Maraschino, 6 cs Grape Juice
" Siam .....	.....2 cs Grape Juice
" New York .....	188 cs Grape Juice, 1 cs Apricot Cordial, 5 cs Champagne
.....	.....10 cs Fruit Juice, 800 cs Cherries in Maraschino, 6 cs Cordials
Total .....	1809 cs 20 bbls 1 hf bbl 3 kgs 2 csks 2 ocs 50 crates
Value .....	\$15,608

Foreign.

FROM JUNE 20, 1912, TO JULY 20, 1912.

FROM VANCOUVER—Per City of Pueblo, June 21.

716 cs Champagne .....	San Francisco.
1 cs Whisky .....	San Francisco.

FROM NEW YORK (via Ancon)—Per Kansas City, June 22.

80 bbls Whisky .....	San Francisco.
685 cs Wine .....	San Francisco.

FROM NEW YORK (via Salina Cruz)—Per Lyra, June 23.

600 cs Gin .....	San Francisco.
18 bbls Whisky .....	San Francisco.
65 cs Liqueurs .....	San Francisco.
61 cs Wine .....	San Francisco.
2 ocs Wine .....	San Francisco.
740 cs Whisky .....	Portland.
65 bbls Whisky .....	Portland.
5 cs Gin .....	Portland.
50 bbls Ginger Ale .....	Portland.
54 cs Brandy .....	Portland.
10 cs Wine .....	Portland.
1 bbl Wine .....	Portland.

FROM KOBE, JAPAN—Per Nippon Maru, June 25.

129 csks Sake .....	San Francisco.
43 cs Sake .....	San Francisco.

FROM NEW YORK (via Salina Cruz)—Per Alaskan, June 29.

25 cs Stout .....	San Francisco.
55 cs Wine .....	San Francisco.
25 cs Whisky .....	San Francisco.
19 bbls Gin .....	San Francisco.
5 csks Gin .....	San Francisco.
20 cs Cordials .....	San Francisco.
30 cs Champagne .....	San Francisco.
10 cs Wine .....	Tacoma.
745 cs Wine .....	Seattle.
3 bbls Whisky .....	Seattle.
600 cs Grape Juice .....	Seattle.
20 cs Lime Juice .....	Seattle.
100 cs Whisky .....	Seattle.
120 csks Beer .....	Honolulu.
50 cs Whisky .....	Honolulu.
6 bbls Whisky .....	Stockton.
10 cs Brandy .....	Sacramento.
4 kegs Brandy .....	Sacramento.

FROM EUROPE (via Ancon)—Per City of Panama, June 29.

523 bbls Stout .....	San Francisco.
125 bbls Ale .....	San Francisco.
20 bbls Ginger Ale .....	San Francisco.
96 cs Wine .....	San Francisco.
23 ocs Whisky .....	San Francisco.
4 bbls Wine .....	San Francisco.

FROM EUROPE (via Salina Cruz)—Per Lonsdale, July 2.

719 cs Wine .....	San Francisco.
26 csks Wine .....	San Francisco.
20 bbls Wine .....	San Francisco.
12 bbls Vermouth .....	San Francisco.
350 cs Whisky .....	San Francisco.
30 csks Whisky .....	San Francisco.
39 cs Liqueurs .....	San Francisco.
500 cs Brandy .....	San Francisco.
2 csks Brandy .....	San Francisco.
5 csks Liqueurs .....	San Francisco.
150 cs Vermouth .....	Vancouver.
553 cs Whisky .....	Vancouver.
2 csks Whisky .....	Vancouver.
15 cs Cordials .....	Vancouver.
24 cs Wine .....	Vancouver.
10 ocs Brandy .....	Vancouver.
350 cs Stout .....	Vancouver.
100 cs Ale .....	Vancouver.
310 cs Mineral Water .....	Vancouver.
150 cs Bitters .....	Vancouver.
150 cs Mineral Water .....	Victoria.

FROM ANTWERP—Per Gifford, July 4.

400 cs Wine .....	San Francisco.
500 cs Fernet .....	San Francisco.
300 cs Amer Picon .....	San Francisco.
130 cs Bitters .....	San Francisco.
2555 cs Gin .....	San Francisco.
15 cs Rum .....	San Francisco.
150 cs Gin .....	Seattle.
35 cs Wine .....	Portland.
650 cs Mineral Water .....	San Francisco.

FROM NEW YORK (via Salina Cruz)—Per Nebraskan, July 3.

100 cs Wine .....	San Francisco.
64 bbls Whisky .....	San Francisco.
1192 cs Whisky .....	San Francisco.
4 bbls Gin .....	San Francisco.
9 hf bbls Gin .....	San Francisco.
5 csks Gin .....	San Francisco.
3 bbls Rum .....	San Francisco.
5 ocs Whisky .....	Portland.

FROM LIVERPOOL (via Seattle)—Per Watson, July 16.

75 cs Beer .....	San Francisco.
26 cs Liqueurs .....	San Francisco.

FROM NEW YORK (via Ancon)—Per Pennsylvania, July 5.

203 bbls Whisky .....	San Francisco.
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FROM EUROPE (via Ancon)—Per Newport, July 5.

100 cs Mineral Water .....	San Francisco.
250 cs Bitters .....	San Francisco.

## FROM NEW YORK (via Salina Cruz)—Per Arizonan, July 10.

200 cs Mineral Water	San Francisco.
56 cs Whisky	San Francisco.
10 bbls Whisky	San Francisco.
15 cs Cordials	San Francisco.
300 cs Gin	San Francisco.
10 csks Gin	San Francisco.
20 octs Gin	San Francisco.
10 bbls Gin	San Francisco.
37 cs Wine	San Francisco.
7 cs Wine	Honolulu.
3 cs Bitters	Honolulu.
68 bbls Whisky	Seattle.
1319 cs Whisky	Seattle.
5 cs Gin	Seattle.
20 cs Liquors	Seattle.
1 bbl Wine	Seattle.
2 bbls Whisky	Seattle.
1 cs Whisky	Oakland.
5 bbls Gin	Sacramento.
11 hf bbls Gin	Sacramento.
8 csks Gin	Sacramento.
11 bbls Gin	Stockton.
5 csks Gin	Stockton.
10 csks Gin	Fresno.

## FROM NEW YORK (via Salina Cruz)—Per Isthmian, July 14.

700 cs Gin	San Francisco.
1 cs Whisky	San Francisco.
2 bbls Gin	Oakland.
300 cs Bitters	Portland.
10 cs Brandy	Portland.
25 cs Whisky	Portland.
10 cs Gin	Portland.

## FROM KOBE, JAPAN—Per Korea, July 15.

50 csks Sake	San Francisco.
20 csks Sake	Cheyenne.
30 cs Sake	Los Angeles.

## FROM EUROPE (via Ancon)—Per Peru, July 18.

25 bbls Wine	San Francisco.
25 cs Wine	San Francisco.
2 csks Gin	San Francisco.
1 cs Bitters	San Francisco.

## IMPORTS BY RAIL IN BOND.

FROM JUNE 20, 1912, TO JULY 20, 1912.

## Via New York:—

48 cs Wine	From Hamburg.
250 cs Champagne	" Antwerp.
151 cs Wine	" Liverpool.
50 cs Liquors	" "

## Via New Orleans:—

155 cs Wine	From Bordeaux.
75 cs Wine	" Liverpool.
5 csks Brandy	" "

## CALIFORNIA WINE TO NEW YORK IN JUNE

## From San Francisco, steamship Panama.

20 bbls 40 cases	Calwa Distributing Co.
20 "	C. Schilling & Co.

## From San Francisco, steamship Hawaiian.

829 bbls	Chas. Stern & Sons
400 "	E. L. Spellman & Co.
150 "	Piemont Winery
110 "	E. G. Lyons & Raas Co.
100 "	Savoy Wine & Importing Co.
250 "	Italian-Swiss Colony
134 "	J. Pacheteau
500 "	Lagomarsino Wine Co.
50 " 7 cases	Chas. Schueler
500 "	French-American Wine Co.

## From San Francisco, steamship Ancon.

151 bbls	Roma Wine Co.
300 "	French-American Wine Co.
100 "	To-Kalon Wine Co.
321 "	J. Pacheteau
507 "	Scatena Bros. Wine Co.
100 "	California Wineries & Distilleries
215 "	Ciocca-Lombardi Wine Co.
1040 "	Lachman & Jacobi
510 "	Italian-Swiss Colony
320 "	Order

## From San Francisco, steamship Allianca.

208 bbls	Lachman & Jacobi
153 "	Scatena Bros.
169 "	Roma Wine Co.
324 "	Italian-Swiss Colony
53 "	C. Jouard
40 "	Order

## From San Francisco, steamship Colon.

300 bbls	California Wineries & Distilleries
689 "	Lachman & Jacobi
673 "	Scatena Bros.
115 "	Italian-Swiss Colony
25 "	Chas. Stern & Sons
1340 "	California Wine Association
41 "	Huey & Christ
160 "	Order

## June 16 to 30.

## From San Francisco, steamship Kentuckian.

68 bbls	Chas. Stern & Sons
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## From San Francisco, steamship Cristobal.

150 bbls	E. L. Spellman & Co.
320 "	California Wine Association
580 "	C. Schilling & Co.
820 "	Lachman & Jacobi
320 "	Scatena Bros.
125 "	Roma Wine Co.
500 "	Italian-Swiss Colony
121 "	E. L. Spellman & Co.
150 "	Italian Vineyard Co.

## From San Francisco, steamship Texan.

153 bbls	San Benito Vineyards Co.
305 "	French-American Wine Co.
150 "	A. D. Rudini
233 "	Piemont Winery
300 "	A. Gazzolo
400 "	Italian-Swiss Colony
75 "	California Wineries & Distilleries
126 cases	Chas. Schueler
782 bbls	Order

E.O. SCHRAUBSTADTER

ESTABLISHED 1864

E.A. GROEZINGER

A. FINKE'S WIDOW

HIGH - GRADE  
SPARKLING WINES

809 MONTGOMERY STREET,

SAN FRANCISCO, CAL.

TELEPHONES: KEARNY 709

HOME C 3322

Increased Hop Acreage in the United States.

FOLLOWING the great world scarcity of hops as a result of the unusually small foreign crop in 1911, the hop growers of the Pacific Coast have shown a tendency to greatly increase the acreage devoted to hop production. Whether this actually has resulted in increased planting is as yet uncertain, the estimates placing the additional area devoted to hop growing in Washington, Oregon and California at anywhere from 5300 to 18,000 acres. The latter figure is likely too large. Two correspondents of the Department of Agriculture place the increase at about the former figure, while press reports give the higher figure. It is said that a large number of people on the Pacific Coast who planned to plant hops this year did not do so on account of the high cost of roots and the difficulty of obtaining wire, poles and other supplies.

According to the United States Census, the area planted to hops in New York State was 27,532 acres in 1899 and 12,023 acres in 1909. In Washington the figures for the same years were 5296 and 2433, respectively. In Oregon the acreage increased from 15,433 in 1899 to 21,770 in 1909, and in California from 6890 to 8391 in the same period. In Austria-Hungary the area devoted to hop raising has fallen from 65,502 acres in 1908 to 51,919 acres in 1911; in Germany it dropped from 88,585 acres to 65,845 acres in the same time, and in England from 38,921 acres to 33,056 acres. The yield per acre has also declined in those countries.

American growers of hops are finding an increasing foreign demand, the exports for the past three calendar years having been as follows:

Year.	Pounds.	Value	Average per pound.
1909 .....	8,955,553	\$1,421,000	\$0.16
1910 .....	12,748,617	2,306,795	.18
1911 .....	14,104,404	4,258,431	.30

True, back in 1907 the exports were 16,090,959 pounds, but they realized only \$2,862,845, or 17 cents per pound, and exports in 1908 were 21,423,869 pounds, valued at \$2,455,410, or 11 cents per pound. The *American Brewers' Review* of June 1, 1912, gives the following recent quotations at Chicago: New York hops, 30 to 48 cents; Oregon, 40 to 45 cents; California, 38 to 41 cents; Bohemian, 80 to 90 cents. The American hop quotations in cents, given in the *New York Journal of Commerce* for June 13, 1912, were as follows: States, 1911, 30 to 45; Pacific, 1911, 40 to 44.

From Messrs. Haig & Co., London and Markinch.

DEAR SIRs: We herewith confirm arrangements made by our Mr. B. Haig when in New York appointing the firm of W. A. Taylor & Co., our sole agents for the United States of America for the exclusive sale of all our Scotch whiskies for an indefinite period.

Very truly yours,  
HAIG & CO.

Referring to the above letter from Messrs. Haig & Co., of London, England, and Markinch, Scotland, we have pleasure in notifying the trade in general that the famous Scotch whiskies of this firm will be always kept by us on hand, both in bulk and cases, and we draw attention to the "Dog Star" and "Milky Way" Scotch whiskies in cases and invite inquiries for quotations, etc., for direct shipment and from stock, New York.

Very truly yours,  
W. A. TAYLOR & CO.

Should your dealer not carry LYONS' PERFECTION BLACK-BERRY CORDIAL we will be pleased to submit samples and prices on application.

THE E. G. LYONS & RAAS CO.

BRANDY PRODUCED

OFFICIAL REPORT

FIRST DISTRICT—Month of June, 1912.		Tax. Gals.
Produced and bonded in this district.....		1,380.7
Received from other Districts, California.....		
Received from special bonded warehouse, other District, California .....		
Transferred from distillery to special bonded warehouse, Eastern District.....		
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts .....		
Exported .....		
Tax Paid .....		
Withdrawn from warehouse for Fortification of Wines .....		
Remaining in bond .....		
FOURTH DISTRICT—Month of June, 1912.		Tax Gals.
Produced and bonded in this district .....		2,637.4
Transferred from distillery to special bonded warehouse, First District, California .....		
Transferred from distillery to special bonded warehouse, Eastern District .....		
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....		2,315.9
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....		1,929.7
Exported .....		
Tax paid.....		4,450.0
Used in Fortification of Wines .....		
Remaining in bond, June 30, 1912 .....		532,096.0
SIXTH DISTRICT—Month of June, 1912.		Tax Gals.
Produced and bonded in this district.....		252.1
Transferred from distillery to special bonded warehouse, First District .....		
Transferred from special bonded warehouse to special bonded warehouse, Fourth District.....		
Transferred from distillery to special bonded warehouse, Eastern District.....		
Transferred from special bonded warehouse to special bonded warehouse, Eastern District .....		
Tax paid .....		503.7
Used in Fortification of Wines .....		
Remaining in bond, June 30, 1912 .....		248,403.0.



## State Wide News of the Contest

ACCORDING to the ruling of Attorney-General Webb prohibitionists can not name candidates for the Legislature in the Eleventh District. Mr. A. A. Phelps, the head of the Prohibitionist Party in that district, had about decided that candidates could be named. But in such cases it is the attorney-general who does the deciding. The attorney-general's decision is based on the fact that the prohibitionists had cast less than 3 per cent of the votes at the last election in the Eleventh District.

Saloonmen of Red Bluff, Tehama county, were forced to cease selling liquors on the 8th of July but they are in the business of selling soft drinks in their places. People are wondering what the result will be. If those who patronized the saloons before, patronize the soft drink shops as assiduously as they did the saloons one thing is sure to happen and that is an increase of doctor bills, stomach troubles, etc. But they won't.

On July 2 the Saloon Regulation Committee of the City Council of Marysville, Yuba county, submitted the proposed liquor ordinance. This ordinance classifies licenses into five kinds. The fee for retail liquor licenses is set at \$50 per month, wholesale \$6.67 per month, hotels, restaurants and clubs \$6.67 per month. One license is to be granted to 300 population. Selling liquor to minors, females and habitual drunkards is cause for revocation of licenses. Intoxication on the part of the owner of a saloon will be cause for revocation of license. Twelve of the committee that framed the ordinance are liquor men. The other twelve are professional men and prohibitionists. The committee unanimously asked that the proposed ordinance be adopted. On July 22 the ordinance was adopted by the City Council.

In Oroville, supposed to be dry, many arrests have been made of late of drunkards, among whom were several women. The authorities are investigating toward discovering the source of the liquor.

The "dry" town of Woodland is entertaining at public expense the proprietors of two blind pigs and four bootleggers. For some months liquor has been in evidence in the shape of intoxicated persons in the streets. July 10 the police made some raids and seized some near-whisky and some very-near-gin in several places. Six arrests followed.

At Lakeport, Lake county, the dry period commenced July 1. Two saloons closed their doors. The four other saloons renewed their licenses and will exist until the election contest is decided by Judge Finch, or later, according as the decision goes.

The fight between the wets and the dries at Madera is as warm as could be expected with members of the W. C. T. U. in it. Granting of saloon licenses continues in spite of the protests being entered by the W. C. T. U. under the tutelage of Rev. Irving Bristol. About twenty licenses have been granted in the county since the recent elections which were in favor of the wets but which are being contested on the grounds of irregularities by the dries. July 2 the protest against the election was filed by the dries. Immediately following this the election officers flatly denied the contentions of the Anti-Saloon League. July 23 the judge to try the case, Judge Latimer, was accused by Mr. Drew, the attorney for the Anti-Saloon League, with being prejudiced as he belonged to a wet county. The attorney asked for a continuance which was opposed by the city attorney, Mr. Rhoades. Judge Latimer settled the question by refusing to hear the case. Judge Conley succeeded him and proceeded to condemn the dries as being entirely unfair. He

said that he felt he was morally qualified to try the case but, simply because he was a voter in the case he would disqualify himself. He then ordered the continuance of the case until September 1. So far the dries have lost on nearly every point in the case and they have forfeited the respect of the community. The city attorney in defense of the election has stated that he is willing to accept even a prohibitionist judge to try the case.

Since July 6 many people have been induced to sign the declaration pledging themselves to deal with dry merchants only but the number of these people as compared with the voters is very small, which would indicate that the boycott sentiment holds good with only the narrow-minded. The declaration is of value as it shows who the narrow-minded are and those who might be injured by them are placed on their guard.

### Wine Drinking In France

A FEW years ago there was prepared a very interesting and instructive map which showed the 86 departments of France graduated in depth of color according to their consumption of wine. The average consumption in 1909 was equal to about 110 bottles for every inhabitant of the republic; four departments consumed as much as 300 bottles per head, and 13 departments consumed only 16 bottles per head per annum.

A hasty glance at the map might convey the impression that the consumption is governed by the latitude, and the consequent climate of the department, but a closer investigation clearly denotes that the facilities for obtaining wine is the main factor in governing consumption. Thus, in some of the more southern departments, with precisely the same temperature, the consumption varies in an extraordinary way. For instance, the department of the Herault—where the cheaper *vin ordinaires* are produced in abundance—consumed 370 bottles per head, while the adjoining department of Aveyron only consumed 120 bottles per head. In the famous Claret department of the Gironde 265 bottles were consumed per head, but in the adjoining and more southern department of the Landes only 90 bottles were imbibed by each inhabitant in 1900. In the Burgundy district 180 bottles were consumed per head in the department of the Cote d'Or, while in the neighboring department of Yonne but 88 bottles were taken per head. The most convincing proof, however, that the consumption of wine is regulated by facilities for obtaining it is afforded by the consumption of the northern department of the Seine, which includes Paris, and where no less than 316 bottles were consumed per head in 1890, against only 20 bottles in the adjoining department of the Eure.

It should, perhaps, be mentioned that in the 13 departments of France, where only 16 bottles of wine per head are shown, 90 bottles of cider per head were consumed, thus showing that cider formed the staple drink of this part of France.

Mr. Meyer Kantrowitz, representing Arthur Lachman, San Francisco, formerly residing at New Orleans, and taking care of the Southern States from that point, has moved his office to Cincinnati, where he is now located at No. 31 Alexandria Building. In addition to his old territory of the extreme Southern States, he has been given Southern Ohio, Kentucky and West Virginia. Mr. Kantrowitz since his connection with Mr. Lachman has built up a remarkably satisfactory business. If Mr. Kantrowitz is as successful in his new territory as he has been in the old, which he will still retain, his house will be well pleased, as they have every confidence in his ability.—*Criterion*.

### Hotel Men, National Prohibition and the "Antis"

TO the Editor: The National Prohibition leaders, Mrs. Stevens, of the Woman's Temperance Union, and Congressman Hobson, of Alabama, and others are now promoting a national movement intending to carry the Prohibition battle into Congress at Washington. They say they hope to get legislation by Congress.

Let us hope that the Prohibitionists are building better than they know, for it has been a desperate wish of judicious citizens for a long time to have a chance to get national legislation on the subject.

Politicians, however, are always extremely skittish of so-called moral questions. While they will give you every reasonable assent and agreement in private conversation and in small coteries or circles, they dislike dreadfully to get up on the floor of Congress and say anything about Prohibition, for instantly such a movement brings down such a mighty rush of bad wind from the fanatics all over as to frighten the average political climber.

Now that the Prohibitionists propose to take the subject right into the halls of Congress—for we all know the old saying of certain people who rush in where angels fear to tread—the "Antis" have begun to stiffen up their backbones, and all common-sense people all over the country are congratulating themselves and each other.

Now, the suppression of the liquor traffic by direct action of the national government is possible in two ways only; either by a constitutional amendment or through the excise or taxing power.

To get a constitutional amendment, which requires a two-thirds vote by Congress and ratification by three-fourths of the States, would be exceedingly slow and difficult.

Now, while the Prohibitionists make a great deal of noise and pose as the "bogymen" that makes the political candidates tremble, they do not, after all, amount to much as a national factor in voting. For instance, in the last Presidential campaign, in the State of New York, where there are a great many Prohibition bailiwicks, the total vote was nearly two millions, and of these the Prohibitionists cast only 22,667.

The political party, therefore, that casts only about one-half of one per cent would naturally be considered so negligible a political factor that it need not prove a "bogymen" for any one.

The Prohibitionists in Arkansas cast only 1,194 votes, in Florida, 1,356. But the leaders of the Prohibition movement think they have found still a third method of attaining the same practical result. They ask for a law that will give to each State jurisdiction over shipments of liquor from outside the moment they cross the State line. Under the present law liquor shipped into any given State is not subject to State laws until after it has been delivered to the consignee. This exemption is the chief protection, so the Prohibitionists say, of those who evade the law not only in the Prohibition States and communities, but also in those that have a license or local option system. For years, but never so vigorously, the Prohibitionists say, as it shall be now.

The Prohibitionists point to the fact that after many years of annoying Congress, they finally succeeded in the abolition of the army canteen, and they say that with a similar vigorous, persistent and noisy attack they can frighten Congress into passing the present proposed national Prohibition of a total vote of 524,105, only 16,974.

As said above, this move will give the friends of the hotel people exactly this chance they have been waiting for, and even their bravest friends in Congress hesitate to take the initiative in introducing anti-prohibition bills. When the Prohibitionists open it up, the friends of the hotel people will

immediately substitute a bill denying the constitutional right of any State to pass any legislation by which the stranger within our gates may not be treated with the same courtesy and liberty that is afforded to him by every civilized country in the world. By our national treaties with other powers, America is bound to treat visitors and residents from other countries with courtesy and to give them full liberty.

This was exemplified in California recently where the local laws and the State laws, backed up by universal local prejudice, excluded the Japanese children from the schools. Under our treaties with foreign countries, as the President of the United States pointed out to the Governor and the local authorities, such an act was unconstitutional.

We all remember that the California people immediately surrendered to the superior ruling of the national government, and if this same reasoning is applied to the wine and liquor traffic, the national government must necessarily decide against the Prohibition people, and it seems clear to most reasonable people that this will be the best way out of the long annoying and vexatious question.

The two millions of hotel people voters owe it to themselves, to their guests, and to the cause of decency and respectability to insist as a unit on the pressing of this question to its logical and legal constitutional conclusion.—Ex-Boniface, in the *Daily Hotel Reporter*.

### People Gave "Teddy" Rope Enough And—

NOT the least comforting thing in this country today is the menace of Rooseveltism. There is hardly a line of staple business in the whole list of the many industries of the United States but that has felt the harsh hand of "Teddy" in one way or another. He hesitated at nothing, plunging, roaring and rearing with an unreasonable impulse that set the whole country upon a nervous edge.

He took a hand in the "What is Whisky?" controversy, and forced a status that was still in dispute when William Howard Taft ascended the throne in Washington. President Taft with a sincere desire to get away from such hair-splitting trade disputes, finally decided the question in a decision that has settled it up to this time. He held that whisky is whisky, whether it be corn whisky, rye whisky, bourbon whisky or malt whisky if you please; that all are whisky, just the same as bread is bread, whether it be made of white flour, rye flour, graham flour or corn meal.

And now comes along "Teddy" with an interview in the *Saturday Evening Post*, in which he goes out of his way to take a slap at nine hundred of the country's leading liquor merchants and distillers who are members of the National Wholesale Liquor Dealers' Association, when he refers to them as "venders of imitation whisky."

"Teddy" is evidently grasping at every straw in sight to secure the nomination and discredit the man whom he himself placed in the White House as the living exponent and embodiment of his own policies and principles. The question of what is whisky has been settled, and the business of the country adjusted on the basis of this settlement. There is no desire for a rehabilitation of the struggle of factions.—*Bonfort's*, May 25, 1912.

MEXICAN BEER AT SAN DIEGO—Fifteen tons of Mexican beer, brewed at Mazatlan, was delivered to consignees in San Diego July 20. This is the first beer to be received from Mexico in this way. The beer is said to be of high quality. It is made by Germans at Mazatlan. For a long time it has been the exclusive beer of the State of Sinaloa.

### Local Option in the United States

**T**HE following, giving the different laws for voting on local option in a number of States in the Union, is published by the Text Book of True Temperance:

A local option law provides that the sale of intoxicating liquor shall be licensed or prohibited in a locality according to the voters' desire. This desire may be determined by a petition—usually called a remonstrance—or by an election.

Statutory prohibition rules in nine States, namely: Alabama (repealed February, 1911), Georgia, Kansas, Maine, Mississippi, North Carolina, North Dakota, Oklahoma and Tennessee.

Twelve States and Territories made no provision for local option by election, namely: California, Iowa, Maryland, Nebraska, Nevada, New Jersey, New Mexico, Pennsylvania, South Carolina, Utah, West Virginia and Wyoming.

The remaining States and Territories fall into two classes; either the county is the smallest unit for an election, or subdivisions thereof may be used. The term "county unit," as based herein, means that any local option election must be held over the whole county, if held at all.

Delaware.—On request of a majority of all the members elected to both Houses from the county legislature provides for the license question to be submitted to the vote of electors in the county at the next general election. The result holds until reversed by another election.

Florida.—On petition of one-fourth of the electors a special election is held within sixty days. The vote in each election district is kept separate, and if it votes "dry" prohibition is enforced therein, even if the county goes "wet." No new election may be held for two years.

Michigan.—On petition of one-third of the electors, the question is voted on at the next annual township election. Another vote is barred for two years.

Missouri.—On petition of one-tenth of the electors residing outside the corporate limits of any city or town, a special election is held within forty days, any city or town of 25,000 or over being excluded. By section 3028 the same rules hold for such a city or town separately. The result holds in either case for four years. Elections may not be within sixty days of a general election.

Minnesota.—A petition of ten electors in an incorporated town or village, if filed twenty days before, secures a vote at the annual town meeting.

New Hampshire.—Each town shall vote on the license question at each biennial election, and each city at the election in November, 1906, and every fourth year thereafter.

New York.—On petition of one-tenth of the electors, filed at least twenty days before the biennial town meeting, the electors of the town shall decide whether or not: (1) liquor shall be sold to be drunk on the premises, (2) be sold but not be drunk on the premises, (3) be sold by pharmacists on prescription, (4) be sold by hotelkeepers only.

Oregon.—A petition of 10 per cent of the voters secures a vote on license in the county, subdivisions or precinct thereof. No new election shall be held before the first Monday in June of the second calendar year following.

Rhode Island.—Local option on petition of 10 per cent.

South Dakota.—On petition of twenty-five voters, city or town, the question is voted on at the annual municipal election. Laws '07, p. 369, amend the above by adding that a county vote shall be held on petition of 10 per cent of electors in county and the result shall hold for two years.

Texas.—A petition of 250 electors secures a county election, while only fifty names are necessary to gain an election in a justice's precinct or other subdivisions. A new election is barred for two years. Elections must be held after fifteen, and within thirty, days after filing of petition.

Vermont.—License is voted on at the annual town meeting.

Virginia.—A special election after forty days follows the filing of a petition by one-fourth of the electors in a city, town or magisterial district of a county, if not less than 1000 inhabitants. No new election for two years. When election is held in county, as a whole, the vote is to be counted by districts, and prohibition enforced in all that vote "dry."

Wisconsin.—On petition of 10 per cent of the electors in a city, town or village a special election is held on the first Tuesday of April next succeeding. The result goes into effect on the first Tuesday of July following. The result holds for four years in Missouri and New Hampshire (cities). Three years in Kentucky and Ohio. Two years in Arizona, Colorado, Florida, Michigan, Montana, New Hampshire (towns), New York, Oregon, Texas and Virginia.

The City Council of Enterprise, Oregon, has decided to limit the number of saloons to two, instead of four. Licenses cost \$1000 per year. These are the first licenses to be issued in six years, as the city went dry in 1906.

Restaurant and hotel men lost their fight against free lunch in saloons at Medford, Oregon, on the 1st of July.

The attorney general has decided that it is lawful to manufacture wine in a dry county, providing that the wine is not sold in dry territory.

Insist upon Lyons' Perfection Blackberry Cordial. The best on the market. Used for medicinal purposes only.

THE E. G. LYONS & RAAS CO.

**Topazor**

The White Wine

**Nectarubi**

The Red Wine

The Perfection of California Table Wines



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CONTRA COSTA WINERY, MARTINEZ  
WINDSOR WINERY, SONOMA CO.

Office and Salesrooms:  
549 WASHINGTON STREET

**San Francisco**



# PACIFIC WINE & SPIRIT REVIEW

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## Everybody Take Notice

*AFTER procrastinating for more than a year, the publisher of the REVIEW finds it necessary to announce an increase in the subscription price of this publication. Since the earthquake the cost of producing a journal of this kind has steadily increased, not only in the cost of material, but of labor. In the case of the latter the additional expense is one-third, and the increased price of the paper is also great. So that we find that the cost of publication is fully one-third greater than in 1906. The publisher has borne this burden during the past six years, but does not feel that he is justified in doing so any longer. Therefore, our subscribers are notified that beginning with July 1, 1912, the subscription price of the PACIFIC WINE AND SPIRIT REVIEW will be \$3.00 per year. Terms payable in advance and money well invested.*

### A Gentle Form of Fanaticism

**B**ECAUSE California wine was served at a banquet given July 10 at the Hotel Alexandria in Los Angeles in honor of the National Municipal League, Mrs. Katherine Pierce Wheat, President of the City Federation of the W. C. T. U., of Los Angeles, presented a resolution of protest to her organization against the use of wine at the banquet and the resolution finally came before the committee in charge of the banquet. Mrs. Wheat refused to attend the banquet and induced a number of her friends to do likewise. It was purely a case of boycott of California wine.

Mrs. Charles Farwell Edson, Chairman of the Entertainment Committee, expressed her views as follows:

"I see no harm whatever in including wine on the menu of the banquet. The wine was a light California wine typical of California banquets and when served to the distinguished visitors whom we had as guests it should have been considered as a compliment to the State. It was certainly in harmony with other banquets given to the league in other parts of the country. It is well known that the use of the wine at the banquet was not compulsory. No one who wished to attend the banquet need drink the wine if otherwise inclined."

But Mrs. Wheat's idea was that if she did not drink wine no one should. Perhaps, if she did not like soup she would be offended if any one should. She would have made a better point if she had attended the banquet and let the wine alone. In staying away she did not show will-power, but prejudice. That is generally the case with all those who try to impose their whims on others. They lack self-government.

### The Senate and the Inter-State Shipments

**T**HE Judiciary Committee of the United States Senate favors granting to dry States the power to intercept shipments of liquor from wet territory. This committee would prohibit shipments of liquor where the persons interested in them would violate a law of the State into which the shipment is made. The Anti-Saloon people would have like to have had a bill to prevent the shipment of liquor into a dry State even in transit to a wet one. It is the opinion of members of the committee that the prohibition of the shipment of liquor into a dry State for consumption there by the consignee is unconstitutional. There is a similar situation in the House, but the anti-saloon crowd would insist upon the passage of the measure just for the purpose of complicating the question to the utmost limit.

### As the Wise Farmer Sees It

**A**RICH HILL, Mo., farmer, writing to the *Review* of the same place, gives expression to opinions that are worth country-wide study. This farmer condemns local option as a failure, which can not be denied, and considers prohibition as a greater failure than local option. He says:

"The trouble is, most of the moves made in this direction are spasmodic, sensational efforts, and are harsh and sometimes abusive. Many of the most prominent leaders in public are drinkers in private. They excuse themselves by stating that they do not drink to excess and in this way can not harm others who do. They are selfish and unsacrificing. They are willing to banish drink from others but not from themselves.

"With all the claims made for prohibition, does it prohibit? Not on this part of the earth. Kansas has had the law for many years—and sentiment and example and good faith and real principle have done much in favor of sobriety, but there are those who still drink it and drink lots of it. Were it not for this, two-thirds of your saloons would go out of existence.

"My remedy is: Tell the truth. Teach the youth that it is not a crime to take a drink, but a horrible disgrace to get drunk; that drunkenness results in crime; that it is demoralizing, expensive, and destructive. Point out how and why. Do not abuse the unfortunates who go to excess. Do not shun and despise them, but lend a helping hand. Give them your sympathy and surround them with more attractive loitering places. Be a real Christian first; be consistent yourself; be patient and helpful. It is only by sentiment and installing of good habits, and strengthening of will power, so that its exercise in a free and non-compulsory manner may be brought about that you can counteract the drink evil or any other. When you run religion, real temperance or any other moral subject in connection with a political party you simply run them into the ground.

"This question has already made more enemies in families, among neighbors, in lodges, churches and other societies than any other I know of and saved fewer drunkards. The man who really reforms does so of his own free will, and not because of any restriction placed upon him. If you don't like the saloon, don't patronize it. The keeper doesn't drag you in. It's up solely to you."

Attorney-General Webb holds the primary law as valid. In submitting his decision, made at San Francisco July 20, to the Secretary of State, the Attorney-General rules that a political party must have 3 per cent of the total vote cast at the last previous election in order to have a place in the November general election ballot. The Prohibition party is practically disfranchised, according to the law. The Attorney-General suggests that a special session of the Legislature be called to amend the act so as to appease the grievance of the prohibitionists.



### A Loyal Booster

PRESIDENT C. C. MOORE, of the Panama-Pacific International Exposition Company, who is a great booster of California wine, tells a good story of his experience at the Blackstone Hotel in Chicago. When he was entertaining there, about a year ago, he was amazed to find no California wines listed on the wine card. He promptly sent for the steward and later informed the manager that he was surprised California wines were not being offered to their guests. Of course, they were impressed with the talk of Mr. Moore, for as president of the 1915 Exposition he cuts quite a figure. He assured them that California wines were everywhere being recognized as fine and wholesome and were served in many of the exclusive hotels in the United States.

Mr. Moore says he was more than pleased, when only a few weeks later he returned to Chicago, after a visit to New York, St. Louis and Washington, to find that the manager of the Blackstone had promptly listed California wines by using an insert instead of waiting until a new wine list was printed.

President Moore was also responsible for the increased listing of California wines at the Hotel St. Regis in New York. Only one California wine was being served and when he called for a popular brand that is to be found in all the leading hotels and was told they had none, he immediately started in his missionary work and went to the management. They promised to rectify the omission and later took the matter up with Mr. Moore by letter, asking him to suggest a list of the wines they ought to serve. He refused to recommend any particular brand, but referred them to the Palace Hotel. Their wine list was forwarded, and as a result, today a half dozen California wines are offered to guests at this exclusive hotel.

"In talking the matter over," said Mr. Moore, "I said I thought New York should follow the example of London, where most of the largest hotels and cafes feature California wines. If it is good enough for them it ought to be good enough for the American people."

Mr. Moore believes the Panama-Pacific International Exposition will be a great opportunity for the California wine men to advertise their wines and he approves heartily of their proposed exhibit and a State Grape Day, which he thinks can be made one of the big industry celebrations of the Exposition.

### The Man Worth While

It's easy enough to be pleasant  
And to sing of joy and good cheer,  
But the man worth while  
Is the man who can smile  
When the doctor cuts out his beer.

—*Cincinnati Enquirer.*

It's easy enough to be pleasant,  
E'en when we're forbidden to swill,  
But the man worth while  
Is the man who can smile  
When the medico hands in his bill.

—*Birmingham Age-Herald.*

It's easy to smile and be pleasant  
When your wife for a month goes away,  
But the man worth while  
Is the man who can smile  
When she comes back the very next day.

## OBITUARY

W. A. Ross

MESSRS. W. A. ROSS & BROTHER, under the date of July 7th, announced to their friends and patrons, the death of their Senior, Mr. W. A. Ross, on the 9th instant in Edinburgh, Scotland. Mr. Ross was born in the north of Ireland in 1847, and was one of the most widely known and respected exporters. He was senior partner of the firm of W. A. Ross & Bro., Ltd., of Liverpool and Leith, and enjoyed the same position in the firm of W. A. Ross & Bro., Inc., of New York. He was also a director of W. A. Ross & Sons, of Belfast, Ireland. It was largely due to the efforts of Mr. Ross that Great Auk's Head Bottling of Bass's Ale and Guinness Stout, and Ross's Royal Belfast Ginger Ale acquired the reputation these brands have today. He is survived by his wife, two sons, W. Arthur and Percy H. Ross, who look after the business interests of the house in New York, and five daughters.

### FILES OF THE "REVIEW" FOR SALE.

We have come into possession of a large lot of the issues of the PACIFIC WINE AND SPIRIT REVIEW prior to the Earthquake and up to that time. These are for sale. Parties who lost their files in that disaster and who want to replace them should communicate with this office, stating what is desired.

### Georgia's Prohibition Trouble

SENATOR FELKER, of the State of Georgia, wishes to raise the revenue of the state a million dollars. At the same time he wants to make prohibition effective in the state. He wants to raise the million dollars by placing a tax on liquors that will make drinking prohibitive. In other words, he wants to produce the million dollars by destroying that which will produce those dollars, namely, the liquor traffic. There have been Chinese puzzles that have puzzled, but this Georgian puzzle will outpuzzle the Chinese ten to one.

According to Senator Felker's bill, any person, firm or corporation receiving or having in possession beer, wines, whisky, brandy or other spirituous liquors will be liable for a state tax which will be at the rate of 10 cents a gallon on beer, 25 cents a gallon on wines and \$1 a gallon on whisky, brandy, etc. Common carriers will be required to file with the ordinary of each county a record of all liquor shipments made to consignees in that county and superior court clerks will require the purchase of stamps on these records.

The Senator shows that 4,000,000 gallons of beer, wine and other liquors are shipped into the state yearly. The tax on this would make up the treasury deficit, according to the Senator, and at the same time, according to him, it would give the state such additional legislation as would make the prohibition law really prohibitive.

If the bill is effective it will bring about prohibition by keeping the 4,000,000 gallons out of the state. How, then, will the \$1,000,000 be raised? If the \$1,000,000 are raised the 4,000,000 gallons are going to be drunk in the state. How, then, is prohibition to be brought about?

It may be better to solve the perpetual motion problem first. The thousands of blind tigers are perfectly safe in Georgia.

## Vineyards and Cellars

**V**INEYARDS in the vicinity of Livermore are greatly menaced by a new pest very recently discovered. Fred Seulerberger, County Horticultural Commissioner, made the discovery of the pest while on a visit of inspection to the Livermore valley a short time ago. It has been found that this pest does not attack the resident wood at and above the roots, but starts at the top of the vines. After the attack of the pest is begun the vine withers at the top and the blight progress downward as the borer continues its ravages. For the purposes of identifying the pest a number of samples have been gathered and sent to the State Horticultural Commission at Sacramento. It is understood that the pest is the California beetle borer. An expert will be sent by the State to investigate conditions in the Livermore valley and provide a remedy. Mr. S. W. Foster, of the experimental station at Walnut Creek, suggests that decayed fruit be scattered on the ground and after the borers have collected on this to sprinkle distillate on them.

According to the County Assessor of Sonoma county there are in that county 16,670 acres of bearing wine grapes, 215 acres non-bearing, 498 acres bearing table grapes, and six non-bearing.

For the first time in history California wines are to be shipped East in porcelain-lined tank cars this fall. The new east-bound tariff of the Interstate Commerce Commission, published at Los Angeles July 20, provides for the shipment of wine in tank cars. By shipping in tanks the wine men will avoid the freight on laden and empty casks and barrels and thereby effect a great economy and the wine at the same time will be handled more easily by both winemen and railroads. The railroads expect to move millions of gallons of wine in the new way. The rate in tank cars is 75 cents a hundred pounds or the same as has been charged for barrels of wine.

Announcement has been made from Fresno, July 21, that a party of British capitalists has purchased 480 acres of vineyard, located on the Kings river bottoms, from the W. S. Goodfellow estate for \$150,000. The vineyard is known as Camp No. 1 of the Alameda ranch. The purchasers are W. Flanders Setchell and associates. Properties of the California Wine Association adjoin the vineyard, which is set out in Thompson seedless and wine grapes.

According to Fresno advices the wine season will be two weeks late and government gaugers will not be in the field until September 1, instead of August 15. The cause of the late season is the cold spring and summer. So far as can be learned not a single crop has been contracted for as yet and the wineries are not in the market for wine grapes. No sales are being made and the price is uncertain. It is not believed that any prices will be set until just before the wineries open for the season, but it is rumored that the California Wine Association and the independents will agree on prices just before the season opens. The independents are not inclined to disregard the association altogether. Growers are demanding better prices than last year, but wine makers do not believe that more than \$10 a ton will be paid. Wine makers declare that there is but little demand for wine and what is being sold is at prices that permit only the lowest figures. Many wineries still have wine in quantity in store. There is no speculation whatever.

**HOME OF WINEMAKER DESTROYED**—The home of Mr. Carl Dressel, the winemaker, was totally destroyed by fire July 19. It was one of the most picturesque residences in the Sonoma Valley, being modeled after a Rhine castle and costing \$15,000. Antique furniture and ornaments were lost.

**WINERY BURNED**—The winery of Joseph Cassapo, near Santa Rosa, was destroyed by fire on July 19. The loss is estimated at \$20,000 and includes 20,000 gallons of wine. The plant was completely destroyed.

**SONOMA WINEMAKER INJURED**—While trying to avoid a collision, Ernest Laurent, a winemaker of Santa Rosa, was thrown against a barbed wire fence July 1 and injured so badly it is believed that he will not survive. Other members of Mr. Laurent's family were injured at the same time but not seriously.

### Hanford Items of Interest

**F**OR several years after being founded Hanford permitted saloons without limit to be licensed. Later the number of saloons was kept down to sixteen. July 6 all the saloons were closed in consequence of the recent election. The retail liquor dealers will enter other branches of commerce and the wholesalers will move to Lemoore from whence they can ship their merchandise to Hanford if they wish to. Lemoore officials have shown a disposition to accommodate liquor dealers with licenses.

Hanford officials have been very badly mixed up over the likelihood of brewers and wholesale liquor dealers in outside towns taking orders for delivery of beer in Hanford since the place became dry. Advertisements are appearing in the Hanford papers to the effect that liquor houses formerly located at Hanford will not receive orders in Hanford but will accept them elsewhere from Hanford consumers. Until the district attorney returns from his vacation nothing will be done. The drys wish to prevent the entry of liquor in wholesale lots into the city.

At Los Banos sixteen liquor licenses were granted up to July 6 and with the proceeds the city was enabled to pay debts outstanding two months.

Tulare is to have a new winery which will be established on the ranch of Frank Giannini northeast of the city.

Town Trustees of Newman have renewed all liquor licenses and the treasury has in consequence been replenished.

## W. T. GARRATT & CO.

MANUFACTURERS OF

## WINE PUMPS

FOR EITHER HAND OR POWER

WINE COCKS  
" BUNCS  
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HOSE REDUCERS  
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SAN FRANCISCO

# PHIZES

SIXTH SERIES; BUILDERS OF CALIFORNIA'S GREAT WINE INDUSTRY AND THOSE AFFILIATED THEREWITH. NEXT GROUP AUGUST ISSUE.



CHARLES A. WETMORE.



JOHN A. COROTTO.

**M**R. CHARLES A. WETMORE was born in Portland, Me., June 20, 1847. At the age of 9 years he came to California with his family and settled in Oakland. After leaving the public schools he entered the University of California in 1864, graduating in 1868 at the age of 21 years, the valedictorian of his class. In 1866 he entered the journalistic field and for two years he was the Oakland correspondent of the San Francisco "Bulletin." After engaging in many enterprises he joined the staff of the "Alta California"—the then leading paper of the Coast—and was later with the "Chronicle." In 1875 he was Special Government Commissioner to report on the conditions of the Mission Indians. In 1878 he was appointed delegate of the California Viticultural Association to visit the Paris Exposition. While in France he made a study of the vineyards and wineries of that country and gave his observations in a series of letters to the "Alta California," which resulted in a wonderful revival of the wine industry of California. He returned to this State and organized the State Board of Viticulture, on which he served as President, Vice-President, Commissioner and Chief Viticulture Officer, in which various capacities he did a master's work in the developing of the industry.

Mr. Wetmore established what is known as the Cresta Blanca Vineyard, near Livermore, Alameda County, in which was set out only the finest Claret and Saunterne grapes, which were obtained from France. It was at this vineyard the celebrated brands of Cresta Blanca wines were created which have done a great work in giving fame to the vinous productions of California. While possessing great ability as a vigneron, wine maker and blender, Mr. Wetmore lacked the one necessary quality to bring success in business. While producing the best of wines, his ventures in the commercial field were invariably unsuccessful, and he finally abandoned his chosen life's work and retired, disposing of his interests in Cresta Blanca and devoted his time to other matters.

When the future historian writes the history of California Viticulture and California Viniculture, the name of Charles A. Wetmore will stand foremost among the founders of this great industry, for the work he has done will be enduring.

**T**HE subject of this sketch, John A. Corotto, was born in San Jose, California, January 28, 1870. His parents removed later to Hollister, where he received his education in the public schools. Mr. Corotto entered the wine business in 1894 in San Jose under the firm name of Cavallaro & Corotto. In 1896 he succeeded Cavallaro & Corotto and the firm became John A. Corotto Wine Company. In 1881 Mr. Corotto planted the well-known Angelo Corotto Vineyard, in San Benito County, which was one of the first to be put out in that section of the State. The work of Mr. John A. Corotto in upbuilding the industry has been in the production of our ordinary wines and their introduction to that large foreign population in the Middle West and Southern States, upon which we depend for the consumption of a great quantity of our surplus common wines. In this line he has built up a substantial business and annually ships to the East some 200,000 gallons.

---

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PER YEAR



### Eureka, California, News

**A**BOUT fifty saloons went out of business in Humboldt county July 22. The county suffers in consequence from a lack of funds and a great many industries are reduced to stagnancy.

In the city of Eureka the drys, under the leadership of J. B. Kennedy, are offering protests based on the flimsiest pretexts against the granting of licenses, with the result that licenses are held back. On July 2 the city council decided that the ordinance shall provide that the saloons shall never pay less than \$30,000 per year into the treasury, that the number of saloons shall be reduced automatically to 35 and that restaurants must pay \$200 a year for liquor privileges. The new ordinance is as stringent as it can be made, but the saloon-keepers find no fault with it. As it will very likely give entire satisfaction to the community the drys are trying to hamper it as much as possible, fearing that its operation will discredit prohibition.

Prohibition has been shown defective in the redlight district where sale of liquor is illicit. The premium which prohibition places on illicit liquor traffic has induced many abandoned women to sell liquor against the law. Raids have resulted in the arrest of many of these women and the seizure of that class of "whisky" and "brandy" known as "90 per cent alcohol and the rest little devils." The women pay the fines with good cheer and return to the traffic as the profits are a great deal larger than those in the licensed places.

At Ferndale complaint is also made that liquor is being sold in the redlight houses in defiance of law. The illicit liquor "jag" is in evidence there and is easily recognized.

The Arcata City Trustees have passed an ordinance which affects the interests of the saloon keepers adversely. It prescribes the same conditions for Arcata as those in Eureka, a city ten times as large. The saloonmen have presented an ordinance project for the examination of the trustees, but there is small hope that any relief will be afforded.

### World's Wettest Town

**I**T is a strange distinction that falls to the little town of Winthrop in Missouri. The inhabitants there, counting women and children, number exactly eighty-three, unless the stork or the reaper has paid a visit in the last twenty-four hours. Yet this town has ten saloons and six wholesale liquor houses. At first glance it would seem that the men of Winthrop must be possessed of wonderful stomach capacity, but the puzzle is solved in this way: There is a bridge which must be considered. This bridge leads over into Kansas from Winthrop, and Kansas is supposedly "dry." Winthrop's geographical position gives it the distinction of being the "wettest town in the world."—*Savannah (Ga.) News.*

### The "Bull Moose" Takes His Drink

**A** KANSAS follower being worried over the publication in a Salina (Kansas) newspaper that Colonel Roosevelt was under the influence of liquor when in that city, wrote and asked about the rumor. He received the following answer:

"En route, Pullman Private Car Oceanic.

"My dear Mr. Hatfield: First let me thank you for all you have done for me. As for that intemperance story, I hardly know whether to notice it or not. It happens that I am, as regards liquor, an exceedingly temperate man. I drink about as much as Dr. Lyman Abbott—and I say this with his permission. I never touch whisky at all, and I have never drunk a highball or a cocktail in my life. I doubt if I drink a dozen teaspoonfuls of brandy a year. It is such an infamous lie that it is a little doubtful to know what to do regarding it.

"Faithfully yours,

"T. ROOSEVELT."

To this was added the statement of Rev. Dr. Lyman Abbott, who said:

"Colonel Roosevelt has my permission to say that he drinks as much and more than I do. I usually take a glass or two of light wines with my luncheon or my dinner. I never drink whisky or brandy except at the direction of a physician, and then only for medicinal purposes. Beer I never drink in this country, but I drink it when I am in Germany. The beer in this country is inferior and does not agree with me."

**FOREST FIRE**—One of the consequences of the burning of the residence of Mr. Carl Dressel was the starting of a forest fire in the neighboring hills. The Gundlach-Bundschu Company's vineyard and winery were saved through the efforts of hundreds of firefighters.

**ANTI-TREAT LAW AT HEALDSBURG**—After Wednesday, July 10, the anti-treat law applying to the towns of Sonoma county went into effect and from that date it became a misdemeanor for any one to give away any spirituous or intoxicating liquor. The penalty is a fine of from \$50 to \$500 and imprisonment from 25 to 90 days, or both fine and imprisonment. Healdsburg is the first town to feel aggrieved over the operation of the new law and is looking for a test case in order to escape the hardships of it.

### Sunday Closing in England and Wales

**W**HAT have the teetotalers to say to the statistics for England and Wales? The convictions for drunkenness per 10,000 of the population in England, with seven days' license, were 67 in 1885 and 51 in 1909. In Wales, with six days' license, the convictions were 65 and 60 respectively—a 24 per cent improvement in England without Sunday closing, and 7 per cent improvement in Wales with Sunday closing. A leading teetotal scribe has a word to say to public opinion. It is true that the Sunday Closing Association has from time to time conducted a so-called canvass of the people on this question. They had a very exhaustive one at Hull in 1907, and assuming that all the signatories were Hull residents and adults, it showed that out of an adult population exceeding 160,000 there were persuaded to sign in favor of the alteration 19,047—that is one adult in eight.

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# OF INTEREST TO RETAILERS

## Triumph for License System In Ohio

A SIGNAL victory was gained over the prohibitionists in Ohio by the advocates of the license system during the session of the constitutional convention in Columbus. The convention adopted the proposal permitting the licensing of the liquor trade. This was done after a hard fight.

Following is the clause dealing with the license proposition:

"License to traffic in intoxicating liquors shall hereafter be granted in this State and license laws operative throughout the State shall be passed with such restrictions and regulations as the General Assembly may provide and the General Assembly shall authorize municipal corporations to provide for the limitation of saloons, under general laws applicable thereto; provided that where traffic is or may be prohibited under laws applying to counties, municipalities, townships or residence districts, or other districts prescribed by law, the traffic shall not be licensed in any such local subdivision while any prohibitive law is operative therein, and nothing therein contained shall be so construed as to repeal, modify or suspend any such prohibitory laws, or any regulatory law now or hereafter enacted or to prevent the future enactment, modification or repeal of any similar prohibitory or regulatory laws.

"No license shall be granted to any person who at the time of making such application is not a citizen of the United States and of good moral character. No license shall be granted to any applicant who is in any way or manner interested in the business conducted at any other place where intoxicating beverages are sold or kept for sale, nor shall such license be granted unless the applicant or applicants are the only persons in any way or manner pecuniarily interested in the business asked to be licensed and that no other person shall in any manner whatsoever be in any way interested therein during the continuance of the license and if such interest of such person be made to appear the said license shall be revoked.

"If any applicant is more than once convicted for the violation of the laws in force to regulate the traffic in intoxicating liquors, the license of such licensee shall be deemed revoked and no license shall hereafter be granted to such convicted licensee.

"No application for license shall be granted unless the business for which license is allowed shall be located in the same county, or an adjoining county to that in which the person or persons live and reside whose duty it is to grant a license.

"No legislation shall authorize more than one license for each township or municipality of less than 500 population nor more than one for each 500 population in other townships or municipalities."

It will be seen that the trade will be subject to very strict regulation. The brewers want only well regulated saloons, which will equal any other business for respectability, and are, therefore, satisfied. Existing local option districts are amply protected. No licenses can be granted where prohibition is now in effect. For this reason the constitutional clause can

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not be interpreted to mean the recall, change or annulment of any existing or future prohibition law or regulation.

Under the present system anybody who can afford to pay \$1000 for a license may open a saloon, but under the proposed clause only citizens of the United States who can give proof of good character will be able to obtain licenses. Hereby all those elements who disgraced their business, thus furnishing the fanatics the material for their unceasing attacks, will be eliminated and the saloon will be raised to a higher moral standard.

As there will be a gradual decline in the number of saloons the clause will entail a loss of \$2,500,000 yearly in taxes or license fees throughout the State eventually.

## Bars Masquerading As Clubs

IN justice to the legitimate liquor trade, Judge McIlvaine, of Washington County, Pennsylvania, has made a ruling that all unlicensed sales of liquor under the guise of a club distribution are unlawful. This is in line with the recent ruling of Judge Creswell, of Venango County.

It is believed that this ruling will put an end to the pretense of fraternalism and liquor which has long since become a public nuisance. The main object of the drinking club is to reap a rich profit through an evasion of the law. Public opinion very quickly condemns a violation of law that attempts to mask itself in respectability and becomes an insolent abuse because it is encouraged by the success of its hypocrisy.

The real club is as easily distinguished from the barroom imposition as a lady is from a street-walker. Officials need not be blinded by the glitter. The competition which lawfully established places, which pay in full for their privileges, have to meet at the hands of the spurious clubs, which simply engage in the liquor business without regard to the license law, ought now be easily eliminated.



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TAMPA, FLORIDA

# OF INTEREST TO RETAILERS

## Old Taylor's Magnificent Plant

MR. FRED RENZIEHAUSEN, Mr. J. H. Weeks and Mr. John Sikman, all of the Large Distilling Company, Pittsburgh, Pa., were in Frankfort, Ky., on the 23d of March, to inspect the splendid bottling plant at the distillery of Messrs. E. H. Taylor Jr. & Sons. The gentlemen were brought here by Mr. A. J. Pohlman, manager of the engineering department of the U. S. Bottlers' Supply Company, who installed the plant for Messrs. E. H. Taylor Jr. & Sons, and M. W. A. Watts, of the Turner Bros. Co. of Terre Haute, Indiana. Colonel E. H. Taylor Jr. and Mr. Kenner Taylor took charge of the party and, after a delightful luncheon, took them all to the distillery in two large automobiles.

Ye scribe, who was also permitted to again share in Colonel Taylor's hospitality, had not seen the Old Taylor Distillery for a number of years, and it is hard to imagine the very extensive and magnificent improvements that have been made at this plant. Some of the old ironclad warehouses are still there, but in addition, they have erected two brick and stone warehouses that are the most perfect ones that could be erected, the larger one being 580 feet long, some eight or ten ricks high, with the most perfect light and ventilation that modern ingenuity can suggest. The distillery is also built of solid limestone blocks, and every appointment is perfect. The greatest possible care is taken to keep this large plant absolutely clean, and there is no part of it where the least suggestion could be offered to improve the facilities in this direction. No expense has been spared in space, and every room is separated off so that the machinery, etc., can be kept perfectly clean, even during the hours of operation. The water system is arranged so that they have no unsightly tanks about the distillery; all of the pressure is secured through an underground system. Colonel Taylor prides himself on the magnificent springs they have at the distillery, and the new house, or pavilion, that they erected over their largest spring, reminds one of the pavilion at a summer resort. Colonel Taylor also takes the greatest pride in the looks of the premises generally and he has gone to the expense of having a landscape gardener to do over the entire property, and has laid out between the bottling plant and the distillery proper an Italian sunken garden, with a fountain playing in the center that, even at this season of the year, is beautiful. Through the garden they have concrete walks, with a shaded seat here and there, making the whole very attractive.

The bottling plant is perfect in every detail and is one of the show places about the distillery. The two receiving tanks for the whisky for bottling are very large, of burnished copper, highly polished, and are located at the end of the veranda overlooking the bottling room. This veranda is used for a resting place for the guests who may visit the plant, and gives one a perfect view of the entire room. The bottling room proper is something like seventy-five feet wide by two hundred feet in length. The skeletons, or cases, are received by a conveyor directly from the cars on the track adjoining the plant. The boxes are opened and the bottles turned over to the man at the washing machine. The empty cases then are placed on the conveyor and carried down to the end of the room for packing. The bottles, in the meantime, are passed to the rinsing machine, and, after they are thoroughly cleansed, are again passed to the

filling machine. This machine is operated by two persons, one placing the bottles on the filler, the other removing them. From there the bottles go to the corking machine. The bottles then are thoroughly dried and passed to the labeling machine, which puts on the main label. They are then passed to the second labeling machine which puts on the caution label. The bottles are then placed on an endless belt conveyor and, as they pass down, they are removed by two more operators who put the Government stamp over the cork and neck of the bottle. They are then replaced on the endless belt and carried to the operators who put the corrugated wrappers around the bottles, again returned to the endless belt, and carried to the packers. The empty cases, as stated, have been brought down on the conveyors to the packers, who fill the case and turn it over to the man at the nailing machine, and after the case is securely nailed, it is placed on the conveyor again and is carried from there back to the railroad switch and into the car being loaded for shipment. This bottling system is, beyond any question, as complete as it is possible to install. While we were at the distillery, we saw one car of skeleton cases being unloaded and a car, within twenty feet of it, being reloaded with the cases of whisky filled, all of which was accomplished by the conveyor system, without any handling, as described above.

It is difficult to get any fair idea of this faultless distillery without a visit to it. The writer believes that it is the most perfect plant in the world today.

One of the most attractive features of the bottling room is the beautiful fountain playing in the center, banked around with palms, ferns, etc. It gives an air of refinement that is a wonderful help to the men, boys and girls who are employed there, and they all appear happy and contented.—*Wine and Spirit Bulletin*.

Numerous petitions for licenses for saloons in and near the fair grounds have been denied by the Police Commissioners of San Francisco in keeping with a resolution passed by the Board some months ago.

In the bankruptcy proceedings of Frank MacQuaid, who conducted two saloons in the Mission district, the petitioner testified that former Chief of Police John Martin had been his partner in the business and had shared in the profits.



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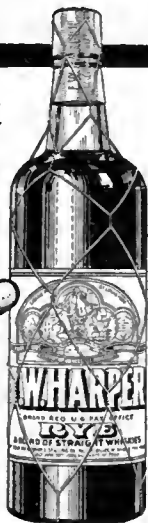
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Harper! There!  
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like the 'taste that  
tempts.'"

"A taste that you can recognize  
and a smoothness that you will  
remember."

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### Annual Royal Arch Banquet at San Jose

THE Royal Arch gave its annual banquet at Lamolle House in San Jose, July 19. The banquet was largely attended by the members and by the city and county officials. Among the guests was Mr. I. Harry Dailey, of San Francisco, who is the grand valiant commander of the order.

It is the custom to give this banquet every year and at the same time to look over the records toward seeing if any improvements can be made.

Practically all the addresses made at the banquet dealt with the elevation of the saloon business. In his address Mr. Dailey spoke of the activities throughout the State toward eliminating from the saloon business those men who are habitual offenders against the laws. He declared that during the past twelve months more has been done toward bettering the saloon business than ever before. He urged every member to live up to the law and deal well with the community.

Mayor Monahan stated that he was not in favor of prohibition but was in favor of a strict regulation of the saloon business.

Mr. Edward Wagner compared conditions in Europe with those in the United States and declared that troubles here are due to immoderate drinking by Americans. He suggested that the Royal Arch bring about a saloon after the plan of the roadside inn in Europe.

### Sausalito Improvement President Favors License

MR. C. M. MOORE, president of the Sausalito Improvement Club, has tendered his resignation as he expects to be absent from the town about ten months. In his letter of resignation he places himself on record as being opposed to prohibition and in favor of the regulation of the saloons. He entertains a high opinion of the saloon men of Sausalito, but believes that there are too many saloons in the town and he suggests that they be gradually reduced in number. He believes that the license fee should be raised at the rate of \$25 per quarter until the maximum rate of \$400 per year be reached. This would give the poorer saloon keepers a chance to get out of the business without loss. But he advises that no action be taken on this until data shall have been secured from other towns to serve to guide.

### Names of German Beers

THE Imperial Supreme Court at Leipzig has recently decided that it is lawful to use the names of places in the trade names of beers to designate the character, or type, as well as the place of manufacture. The decision grew out of a suit brought by the Pilsener Brauereien against the Deutsche Bierbrauerei-Aktien-Gesellschaft of Radeberg, Saxony, to restrain the latter from selling a certain brand of beer under the designation "Radeberger Pilsener."

Two lower courts decided that as the beer in question was not actually produced in Pilsen the Deutsche Bierbrauerei was not justified in using such a designation. One of these courts held, in agreement with a position recently assumed by the patent office in the matter of registration of trade-marks, that a designation such as "Radeberger Pilsener" is not permissible, because a beer can not have two places of origin. The Supreme Court held that for this very reason a beer that bears in so clear a manner the names of two places can not be understood to have originated in both of them, and one of the names must therefore be understood to represent something else than the locality in which the beer was manufactured. The word Pilsener by itself indicates origin, but it may in conjunction with other words indicate the type of beer; it has then the same sense as "nach Pilsener art" (according to the Pilsener method).—From Vice Consul General De Witt C. Poole, Jr., Berlin.

### The Pacific Southwest

WHEN Dexter, New Mexico, opened its first saloon, July 16, 85 people journeyed from Roswell, sixteen miles distant to participate. The dry element had considered that saloons were prohibited in Dexter, but a close scrutiny of the law showed that they were not and, furthermore, could not be prohibited.

The City Council of Globe, Arizona, has been granted power by the new charter to regulate saloons and is now busy making an ordinance.

Owing to the boast of the wholesale liquor men that they sell more liquor in the dry towns of Arizona since the local option election than before, the Anti-Saloon League is worrying as to how to stop the sale of liquor. The law is not being violated but the people cannot be made to drink the water of Salt River and, therefore, place their orders with the wholesale liquor houses.

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IT IS THE LEADING BEVERAGE WHISKEY OF AMERICA.  
IT IS IN A CLASS BY ITSELF.  
TO NAME IT IS TO PRAISE.  
FURTHER PRAISE WOULD BE  
"TO PAINT THE LILY - TO GILD REFINED GOLD."  
Frankfort, Kentucky.

HOUSE FOUNDED 1853.  
**BANK EXCHANGE**

Back at the same old stand; same old goods; same excellent service. The fire did not get me.

I import  
Famous Old Campbelltown  
SCOTCH WHISKY  
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TONIC LAXATIVE

## Switzerland Indemnifies Absinthe Products

THE splendid little republic of Switzerland has taught the world many things worth knowing. From the days of William Tell and Arnold Van Winkelried her inhabitants have well justified the motto "Montani semper liberi." And the free air of her mountain fastnesses has nurtured in the hearts of her people other high qualities without which liberty would not be worth while. Not the least among these are the attributes of honesty and justice stamped upon so many of her governmental policies and methods.

Recently the General Assembly of the Swiss Confederacy decided to abolish the manufacture and sale of absinthe within the confines of the republic.

The Decree of the General Assembly of the Swiss Confederacy providing for the payment of indemnities in carrying out this law is a model of governmental integrity, justice and fair dealing. No detail of equity is overlooked. Every precaution is taken that even the humblest toiler should be cared for and protected.

We print the decree in full. In no other way could we explain to our readers the painstaking effort of the Swiss Assembly to prevent loss or damage to any one connected with the manufacture and sale of absinthe in the carrying out of the decree for its abolishment.

This earnest and conscientious method of establishing a reform believed to be for the benefit of all the Swiss people is in glaring contrast to the ruthless and dishonest method pursued by advocates of prohibition in this country. In the United States one is shocked at the seemingly purposeful disregard of vested interests and rights.

In Switzerland even the women and children who worked in the fields where the herbs used in distillation were cultivated, were duly indemnified. Interest at 4 per cent per annum was allowed on indemnities from the time of their being fixed until the time of payment.

Note Article 9.—"Whosoever to the 5th of July, 1908, has been employed in the manufacture of absinthe exclusively for more than three years, either as an employee or a day laborer in an establishment entitled to indemnity, shall be entitled to an indemnity equal to the total amount of wages received by the said persons during the preceding four years."

Every line of the "Decree" bristles with honest solicitude for those who for the good of the community are asked to step out of a business which in the past afforded them a livelihood.

This action of the Swiss Government should be read by all men who believe in justice under a government of the people, by the people and for the people. Under local option and prohibition laws in America we see distilleries, breweries, wholesalers and saloons wiped out of existence on 30 days' notice after the holding of elections conducted on sensational lines with spectacular and theatrical accompaniments. No thought is given to the dependent employes, mechanics and day laborers and helpers who are cast out to find a living as best they may in new and untried channels of bread winning.

Europeans look with amazement and horror upon these methods of conducting alleged reforms. Such injustice appalls them, and it ought to shock any one who is open to sentiments of humanity and honor.

Years of reckless teaching by self seeking agitators have dulled the sensibilities of our people on these subjects and only a campaign of education can reach and awaken the inherent sense of justice which is temporarily obscured in the hearts of our people. An appeal is necessary to the sober second thought of the American people.

Ours has been a land of great opportunities, of quick action

and broad effort. Our people are instinctively right minded though sometimes led astray by false prophets and charlatans. The press of our country should be leaders in the teaching of conservative justice.

No more admirable example of this great virtue could possibly be given to the public than is shown in those absinthe indemnity provisions enacted by the General Assembly of the Swiss Confederacy. Copy of the Decree follows:

### FEDERAL DECREE

Concerning the Payment of Indemnities in Carrying Out Article 4 of the Federal Law of June 24, 1910, on the Prohibition of Absinthe.  
(Of December 22, 1910).

### THE GENERAL ASSEMBLY OF THE SWISS CONFEDERACY.

In obedience to Article 4 of the Federal Law of June 24, 1910, on the prohibition of absinthe; considering the message of the Federal Council of August 22, 1910.

### Decreets:

Article 1.—The following shall be entitled to partial indemnification in such trade as may have been directly affected (aggrieved) in a substantial manner by the prohibition of absinthe; to be indemnified in obedience to the following provisions:

- a. The owners and tenants (farmers) of lands on which absinthe is cultivated for the purpose of distillation;
- b. The owners and leaseholders of absinthe factories (distilleries);
- c. The paid hands who are helps to the cultivators, as well as the employes and laborers of the manufacturers.

No indemnity shall be allowed for absinthe manufactured by cold distillation (vacuum).

Article 2.—The owners of landed estates on which absinthe is cultivated for the purpose of distillation, to the 5th of July, 1908, shall be entitled, for the average value of the land and the drying rooms, to a single indemnity of 550 francs per hectare.

Whoever shall have cultivated absinthe for the purpose of distillation up to July 5, 1908, shall receive for any loss suffered, one single indemnity of 2,600 francs per hectare. (2 acres, 1 rood, 35 perches.)

The indemnity to be allowed to the interested parties who live in the Val-de-Travers, will have as a basis the surface determined upon in 1908 by the commission appointed by the Federal Department of Finances.

Article 3.—The owners of buildings and installations (or plant) which have been in use up to the 15th of July, 1908, for the manufacture and in connection therewith, for the storage and sale of absinthe, shall receive a single indemnity equal to  $\frac{3}{4}$  of the average value resulting therefrom, for their buildings and installations (plant or apparatus) affected by the prohibition of absinthe.

The average value is represented by the difference between the cost of construction in 1908 and the possible value of use of the buildings and installations, from October 7, 1910.

If the buildings and installations are more extensive than is required by the rational development of the undertaking during the period of its preceding quinquennial (five years) exploitation, the value of the plant (structures) will be subject to a corresponding reduction in estimate.

Article 4.—The indemnity provided for by Article 3, will be allowed but on the condition of an express abandonment of free distillation in the buildings for which the indemnity is claimed. This abandonment will operate as an absolute right over these buildings. If the owner who has allowed this absolute right to be established should distill substances which are not subject to monopoly (exclusive right) in the indemnified buildings, he will be fully compensated by the average value of the apparatus which he has made use of for distillation. He shall receive, moreover, a single indemnity equal to ten times the amount of the net profit realized in an annual average on this distillation during the preceding quinquennial (five years) period.

Article 5.—The confederacy reserves the right, in every case, instead of granting an indemnity, of depreciation, to acquire the apparatus put in use for the manufacture of absinthe or free distillation, at the price at which the average value is calculated.

Article 6.—Whosoever shall have manufactured absinthe to the 5th of July, 1908, shall receive a single indemnity, four times the amount of the net profit realized of the annual average in that manufacture during the preceding quinquennial. In striking the net profit no charges shall be included for the work of the patrons (employers) employed in their own establishments.

If during the preceding quinquennial, the manufacturer has been engaged in other enterprises besides the absinthe industry, the indemnity shall be reduced in the proportion of the lumping sum of the other enterprises to the (total) of all forms of business engaged in. The manufacturers who



shall realize on these industries 90 per cent at least of the total receipts of their entire business shall receive no indemnity. No reckoning shall be kept of the fractions of percentage.

Article 7.—The claims to indemnity provided for by Articles 2, 3 and 6 are hereditary and transmissible.

Article 8.—There shall be deposited for the draft of the Government of the Canton of Neuchâtel, the total sum of 15,000 francs to indemnify in part the men and women day laborers employed by the cultivators of absinthe against their loss of wages caused by the prohibition of absinthe. This indemnity shall be granted to those persons only who on the 5th of July, 1908, were over 29 years of age and who were alive on October 7, 1910. The government enacts this law without appeal on the distribution of the indemnity to the parties interested or to their heirs.

Article 9.—Whosoever to the 5th of July, 1908, has been employed in the manufacture of absinthe exclusively for more than three years, either as an employee or a day laborer in an establishment entitled to indemnity, shall be entitled to an indemnity equal to the total amount of wages received by the said persons during the preceding four years. In the estimate of wages, an account shall be kept of loans in kind, amounting to a compensation for labor. If the employee or the day laborer has been employed but in part for the manufacture of absinthe in the establishment entitled to indemnity, the only account considered shall be the wages proportionately reduced. If the distribution is impossible, the wages shall be reduced in the same proportion as the indemnity to the patron (employer) (Article 6, line 2).

This indemnity is granted but to those persons who, on July 5, 1908, were more than 29 years old, or who were employed for more than 10 years without interruption, in the establishments entitled to indemnity.

The said indemnity shall be reduced as follows:

25 per cent for those interested, over 39 years or less than 45 years of age.  
50 per cent for those interested being less than 40 years of age.

In calculating age, no account shall be kept of the fractions of a year.

The employes and day laborers who were in employ before the 5th of July, 1908, without interruption, for more than 10 years, in establishments entitled to indemnity, shall receive for each entire year besides this amount a supplementary indemnity of  $\frac{1}{2}$  per cent of the amount fixed as per Paragraphs 1 to 4, above mentioned.

There shall be no claim to indemnity but in case that the interested party shall be alive on October 7, 1910. If the entire indemnity should not exceed 3000 francs, it will be payable to the interested party or to his heirs, by half installments, one on October 7, 1911, and the other, 1912. If it should exceed this amount it shall be payable in three payments on October 7, 1911, 1912 and 1913. If the total indemnity should exceed 2000 francs, the annuities payable after October 7, 1911, may be reduced or suppressed in proportion as it is justified either by the wages of the interested party or the conditions of the heirs.

The Federal Council enacts this law, without appeal on the induction or the suppression of the indemnity.

Article 10.—From October 7, 1910, the indemnities fixed will bear interest at 4 per cent per annum.

Article 11.—Parties affected will confer directly with the Confederacy on the indemnities.

Parties interested will have to produce every justifying document necessary to establish the indemnity.

If it be not possible to come to an understanding, the indemnities will be established by Commissions of Estimates, composed each of three members. The first member shall be appointed by the Federal Tribunal, the second by the Federal Council, the third by the Government of the Canton in which are situated the lands and the establishment for which the demands of indemnity are claimed. There shall be appointed at the same time two super-numeraries for each member. All interested parties may have recourse to the Federal Tribunal, in opposition to any decision of the Commission of Estimates, within 30 days from the publication of said decision, on questions in which the subjects of dispute shall exceed 2000 francs.

The procedure to be observed by the Commissions of Estimates and the Federal Tribunal, shall be governed by an order from the Federal Council.

Article 12.—The provisions of the present decree are made applicable by analogy to imitations of absinthe (Article 4, Paragraph 2, of the Federal law of June 24, 1910, on the prohibition of absinthe).

Article 14.—The present decree being of an urgent nature, goes into effect immediately. The Federal Council is directed to see that it is put into effect.

Thus decreed by the Council of the States.  
Berne, 21 December, 1910.

J. WINIGER, President.  
DAVID, Secretary.

Thus decreed by the National Council.  
Berne, December 12, 1910

J. KUNTSCHEIN, President,  
SCHATZMANN, Secretary.

#### THE FEDERAL COUNCIL DECREES:

The above Federal Decree is hereby put into effect.  
Berne, 27 December, 1910.

In the name of the Federal Swiss Council,

The President of the Confederacy,  
COMTESSE,  
The Chancellor of the Confederacy,  
SCHATZMANN.

**SALOON MEN LEAVE LAKEPORT.**—Mr. George W. Crippen has left Lakeport to locate at Kelseyville, Sonoma county, where he will re-establish his wholesale liquor business. Mr. George E. Beebe, of the Lakeview Hotel at Lakeport, is also located at Kelseyville, where he has leased the Commercial Hotel. Other saloon men are to leave Lakeport in a short time.

## HOMEPHONE PRAISED

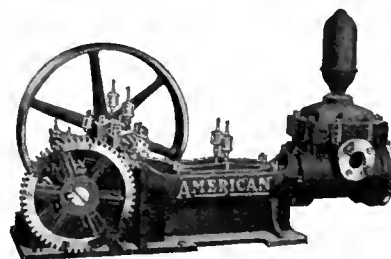
A new subscriber writes the Home Telephone Company under date of October 28, 1911.

"Please install a phone at my home. I did not know anything about the good points of the Homephone and was rather prejudiced against it until I began using it in my office. I use it all the time now, not only in phoning around the building, but getting outside numbers, because it saves me time and trouble. The Homephone delivers the goods.

"You know the burners of candles rioted in London about 500 years ago when gas was introduced. Most of us object to changes. Possibly that is the reason why I am so late in ordering a Homephone."

**Bay Cities Home Telephone Company**  
333 Grant Avenue

## MARSH and AMERICAN POWER AND STEAM DRIVEN PUMPS



Wine Pumps  
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LARGE STOCK CONSTANTLY ON HAND

**SIMONDS MACHINERY CO.**

12 and 14 NATOMA ST., (near First St.) SAN FRANCISCO

# — MARKET — CONDITIONS

**WINES:**—Leading shippers of California Wines report the volume of business in July about normal. This is the off season and no one is buying except for immediate needs. Conditions throughout the east warrant the belief that there will be a healthy revival in the demand for good California wines in the early fall and particularly after the Presidential election. While the business situation throughout the United States is far better than it usually is just prior to a Presidential election there is no doubt of the fact that business is depressed to a considerable extent and especially the wine business. However, with splendid crops maturing everywhere throughout the country and the assurance of high prices, it is confidently asserted that good times are due to arrive along in November.

Exports for the month ending July 20th, total 1340 cases, and 641,593 gallons valued at \$209,219. Imports were 3009 cases, 61 barrels, 2 octaves, 26 casks.

**BRANDY:**—The usual seasonal conditions exist in the Brandy market. Distillers are not anxious to make contracts until the prices of grapes have been fixed and this will probably not be done until the latter part of August. The production in the three districts for June was light, totaling only 4270.2 tax gallons. The exports by sea were small—the figures being 42 cases and 928 gallons, valued at \$2,667. Imports were 574 cases, 4 kegs, 3 casks, 10 octaves.

**WHISKY:**—Business among the wholesalers and distillers' agents was quiet throughout July and some report the volume less than in the same month of last year. In the city, owing to the fact that there are more people out of town this month, than ever before, business has been quieter than usual at this time of year. However, considering the various conditions affecting trade there seems to be a unanimous opinion that active business is sure to materialize at a comparatively early date. The quietness extends throughout the coast as well as in the east and west.

Exports by sea were about normal, being 857 cases, 2218 gallons, valued at \$18,239.

Imports by sea in glass were very large. The figures totaling 14,412 cases, 519 barrels, 28 octaves, 33 casks. Of gin there were 4325 cases, 51 barrels, 45 casks, 20 octaves, 20 half barrels. Miscellaneous exports by sea were valued at \$16,608.

**IMPORTATIONS:**—With some of the importers business held up better than was expected. While the orders were for smaller quantities they more than made up the difference in volume. The importers generally look for a good fall and winter trade. For the season the imports by sea were of fair volume as follows:

**IMPORTS BY SEA:**—Whisky, 14,412 cases, 519 barrels, 28 octaves, 33 casks; Wine, 3,009 cases, 61 barrels, 2 octaves, 26 casks; Gin, 4,325 cases, 51 barrels, 45 casks, 20 octaves, 20 half barrels; Beer, 75 cases, 120 casks; Brandy, 574 cases, 4 kegs, 3 casks, 10 octaves; Champagne 746 cases; Liquors 150 cases, 5 casks; Ginger Ale, 70 barrels; Vermouth, 150 cases, 12 barrels; Mineral Water, 1410 cases; Cordials, 50 cases; Grape Juice, 600 cases; Amer Picon, 300 cases; Sake, 73 cases, 199 casks; Stout, 375 cases, 523 barrels; Ale, 100 cases, 125 bar-

rels; Bitters, 833 cases, 1 cask; Fernet, 500 cases; Rum, 15 cases, 3 barrels; Lime Juice, 20 cases.

**IMPORTS BY RAIL IN BOND:**—Liquors, 50 cases; Brandy, 5 cases; Wine, 429 cases; Champagne, 250 cases.

**BEER:**—The unusual and continued cool weather in San Francisco, along the coast and in the smaller valleys, has materially checked the consumption of malt liquors. At this time the demand should be at its height, but the consumption is not normal, excepting in the interior, where the seasonal weather prevails. Naturally the brewers are praying for the proper kind of weather. Exports by sea for the month were 1171 packages, valued at \$9764. Imports were 75 cases, 120 casks; Stout, 375 cases, 523 barrels; Ale, 100 cases, 125 barrels.

## California Wine Markets

**THERE** is very little interest in the market situation just now. Business is quiet, and prices are down to such a point that there is hardly anything in the small sales reported. While it is still too early to predict what the present crop will yield, yet there is no particular reason to suppose that it will not be as good as last year. This, undoubtedly, has a downward bearing upon prices.—*Bonfort's*, July 10.

## Grape Crop Conditions

Conditions of the grape wine crop are such that no definite statement can be made as to the outlook. Those who are usually in a position to know, at this time, how to make a reliable forecast are uncertain as to what the season will bring forth. Mr. W. Hanson, of the California Wine Association, in speaking of the prospects, says:

"Some time ago conditions pointed to a large crop, but later the indications were changed by the weather and the state of the soil. At the present time it may be said that the prospects are spotted. There will be heavier yields in some sections than in others. But the yield promises to be normal. It will, however, be subject to the weather. If there should be a spell of hot weather lasting for two weeks or so the yield will be greatly decreased. Other contingencies are also to be considered. There has been a lack of moisture in the soil. If there are any adverse weather conditions dropping in some sections is to be expected."

Referring to the San Joaquin Valley, Mr. Hanson says: "At first it was thought that the crop of Muscats in the San Joaquin would be abundant, but a change has come over the outlook. A period of shrinking and dropping has intervened and necessitated a recasting of prospects." Speaking on the subject of the maturity of the crop, Mr. Hanson expresses the opinion that present conditions point to a ripening of grapes one week or more later than usual.

"No prices have been fixed," says Mr. Hanson. "And none will be fixed before the latter end of August."

Mr. L. R. Rogers, president of the California Wineries and Distilleries, when interviewed by THE PACIFIC WINE AND SPIRIT REVIEW, made the following statement:

"As far as Fresno is concerned, there is every reason to believe that the season will be from one to two weeks late. As far as fixing the prices of grapes is concerned it is certain that the growers will have to await action on the part of the association and there is no sign of any action as yet. The crop will not be as large as was at first expected owing to extensive dropping which was caused by the continual cool weather and to the absence of water for irrigation."

A feeling of satisfaction with the prospects for the crop of

dry wine grapes is manifest at the Italian-Swiss Colony. Mr. S. Federspiel, manager of this institution, believes that the crop of grapes for dry wines will be fair.

"The yield of dry wine grapes," Mr. Federspiel says, "will be as large this season as it was last year, as far as can be foreseen. The vines look well and the stems are in good condition. There has been some dropping in the north, but it has not been serious. This dropping has not amounted to much in Sonoma. Such is the condition of the crop at the present time that there is no great likelihood that any adverse weather conditions would effect an important change. As the season will be a week or so late no prices are being made. It is too early to make any definite forecast. Our representatives are now in the field. It will be some little time before we will be able to make estimates based on their reports."

The prospects are not good for a large crop of grapes this year. In some parts of Napa valley the vines are loaded with well-filled bunches, but in many places the bunches are very thin, the grapes having fallen badly. This is due to the hot spell early in June and to the heavy rain that followed.—*St. Helena Star*.

### "Wet" and "Dry" Statistics

THE Associated Industries of California have issued Bulletin No. 1 under date of July 15, 1912. It comprises the official returns of the liquor elections to date, covering 45 counties, and showing the names of towns effected in supervisorial districts. For convenience, cities and districts that voted against licenses are printed in red ink. The bulletin concludes with the following summary:

"We find that during the past year, under the Wyllie Local Option and Initiative Laws, there have been 156 elections (including 3 in Colton, 2 in Visalia, and 2 in Imperial City). Of the 57 incorporated cities that voted on the question of "license or no license," 37 remained wet and 20 went dry, while of the 95 supervisorial districts, 40 favored license and 55 did not.

The total wet vote was 150,396 and the dry vote 96,170. The wet majorities amounted to 68,843, while the victories achieved by the dry forces gave them an advantage of only 14,617, leaving a balance of 54,226 in favor of licensing the sale of alcoholic liquors.

It is estimated that in the affected territory, the total registration was about 308,207. The vote cast, however, was 246,566, showing that 61,641 voters did not go to the polls to express their wishes on the subject of "license or no license."

If you have not received a copy write to the office of the Associated Industries of California, No. 45 Kearny street, San Francisco, and one will be forwarded to you.

### St. Helena Vintage Festival

AT last California is to have a real Vintage Festival, with the scene laid at beautiful St. Helena on the 6th, 7th, 8th and 9th of September, which includes Admission Day. This is a celebration intended to call especial attention to Napa County's grapes and wines and should be encouraged by every wineman, for if there were more festivals of this kind in the different viticultural sections, the public would soon be educated up to the importance and value of our wine industry with the result that they would never tolerate laws that were intended to harass or endanger it.

St. Helena is in the center of Napa County's viticultural district and has ample accommodations to house and entertain a host of visitors. The picturesque St. Godard's Inn, adjoining Beringer Bros.' place, is charmingly located on a knoll overlooking the valley and the cuisine will please the most fastidious. But you will have to book your rooms far in advance if you want to stay there during the festivities.

The festival will be unique among the many annual events now being held by communities where there are special attractions. There will be exhibits of grapes, wine, grape juice, wine making appliances and decorative features suggestive of vineyards and wineries. The horticultural exhibits will cover a wide range, but particular attention will be paid to displaying prunes, which grow in such profusion and to such perfection in Napa valley.

In addition to the various exhibits which will be shown in a large pavilion and will constitute a most artistic display, the festival part of the event will undoubtedly attract large crowds.

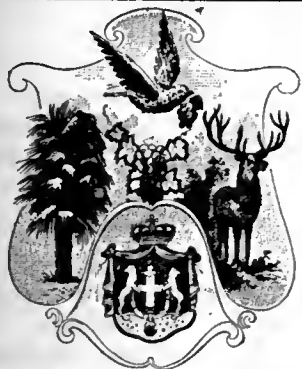
The election of a queen to preside over the festival season is now in progress and upon her selection, members of her court will be chosen. The queen will be crowned at the opening of the festival, Friday afternoon, September 6th.

On Saturday there will be athletic contests and in the evening an elaborate dance at Crane park, a beautiful place at the edge of town.

Sunday there will be a fine concert and on Admission Day a floral and industrial parade, the entire event to close Monday night with a street dance, mardi gras and confetti.

One of the best bands in California has been secured for the vintage festival, and the committee having the affair in charge promise that there will be something doing every minute from Friday afternoon, September 6th, until midnight Monday, the 9th.

Try and keep these days open for a visit to St. Helena. You will enjoy the trip and contribute to the success of a novel event that promises to take its place with the Rose Tournament of Pasadena, the Citrus Fair at Cloverdale, the Apple Shows at Sebastopol and Watsonville and the Cherry Festival at Hayward.



OWNING ITS OWN BRANDS  
AND CONTROLLING THE OLD ESTABLISHED  
BRANDS OF  
LAS PALMAS WINERY & DISTILLERY  
LA PALOMA WINERY & DISTILLERY  
LODI CO-OPERATIVE WINERY  
ELK GROVE VINEYARD ASSOCIATION

FROM  
THE  
VINE  
TO  
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TRADE

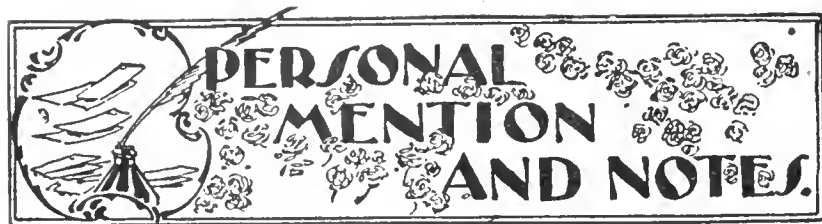
## California Wineries and Distilleries

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GROWERS AND DISTILLERS OF  
**PURE WINES AND BRANDIES**

Special Inducements Will Be Made, on Request, to

Large Handlers of Wines and Brandies (Any Proof)



Mr. Charles Oldham has been enjoying a pleasant outing in Yosemite Valley.

Mr. William Wehner is in Chicago on a short Eastern trip.

Mr. M. F. Tarpey, who went East to attend the Democratic National Convention, has been spending some time in New York.

Mr. C. H. Wentz, who is now visiting relatives in Germany, is expected home in September, in time for the vintage.

Col. Theodore Gier attended the big Elks' celebration in Portland, Oregon, during the month and reports that he had a most enjoyable time.

Mr. E. M. Sheehan, manager of the Sacramento Valley Winery, spent a portion of the month at Pacific Grove, which is a resort most popular with Sacramentans who are anxious to get a whiff of salt air.

Mr. Ben R. Kittredge, president of the California Wine Association, has been making his annual eastern visit during the month, looking into the eastern interests of the Association, as well as his personal matters.

Mr. Le Roy Schlessinger, of the well-known firm of Schlessinger & Bender who has been on an extended European tour for several months, is expected to return home in August, to be on hand for the opening of the vintage season. He writes that he is having a great time.

Elmer De Pue, the well-known representative of the Wetmore-Bowen Company at New York, has visited California. He will remain several weeks and then return to New York to make further conquests with Cresta Blanca wines, in the placing of which he has met with great success.

Mr. G. De Latour, of the Beaulieu Vineyard, Napa County, has returned from an extended trip throughout all the important cities of the East and West. He found the outlook for choice California wines in glass, having an established reputation, very encouraging.

Manager Lind of A. P. Hotaling & Company has just returned from a successful trip to Los Angeles. Mr. Lind reports that, while business during July has not been active, it was 20 per cent better than June and about that much in excess of July of last year. His house looks for a lively revival of business in the early fall.

Mr. Paul Samuels, of Samuel Brothers & Company, with headquarters at New York, arrived in San Francisco, the middle of the month. He has been absent for two years, a part of which time has been spent in Europe. Mr. Samuels is greatly impressed with the wonderful progress made in rebuilding San Francisco, and said it was worth while to come across the continent to enjoy the ozone and splendid summer climate. Mr. Samuels will remain here until after the close of the vintage.

Messrs. Bertin & Lepori, one of the well-known and prominent wholesale liquor dealers and importers of San Francisco, have decided to enter the field as manufacturers of cordials. They have an up-to-date plant and the manufacture of the cordials will be under the direction of Mr. Alfred Gros, the well-known French expert. With the reputation of the house for quality, and their wide facilities for distribution, this venture should be a success.

The San Francisco plant of Arthur Lachman has been equipped with a complete bottling outfit with a daily capacity of 100 cases. The M. J. Pasetta & Company winery, at San Jose, has been purchased by Mr. Arthur Lachman. It has been thoroughly remodelled and in the future will be known as the Santa Clara Distillery. The firm has changed its style to that of Arthur Lachman & Company. The membership remains the same, but the capital has been increased, together with the facilities for promptly handling business.

Mr. Henry Kunz, head of the house of Charles Meinecke & Co., of this city, returned from northern California the latter part of the month where he spent his vacation accompanied by his wife. They had plenty of trout, but Mr. Kunz confessed that "the biggest one" got away with his tackle. Speaking of business, Mr. Kunz stated that much to his surprise upon his return, he found, notwithstanding the exceptionally dull summer, that the business of his firm held up nicely, the volume thereof having been greater than for the same period of last year.

The new home of Wichman, Lutgen & Company, one of the best known and oldest wholesale liquor firms on the Coast, is one of the most thoroughly equipped up-to-date institutions of the kind in San Francisco. It was built by Mr. John Lutgen, one of the members of the firm, and is located at 134-140 Sacramento street, with a frontage on Commercial street, from 135-141, which affords a great convenience for shipping and receiving of goods. It goes without saying, that every modern convenience and apparatus required by a house like this, doing a large business, has been installed.

The California Fruit Cannery Association, of this city, are trying an experiment in the packing of cherries in maraschino. They are using the plant of the defunct I. Rheinstrom & Sons Co., opposite Cincinnati, for packing the fruit, and if the results are satisfactory, it is the intention of the Association to purchase the plant and engage largely in the putting up of maraschino cherries. The plant was fitted up two years ago at an expense of about \$200,000, and it is said to be one of the most modern and best equipped in the country for the handling of fruits in this way.

Messrs. E. H. Taylor & Sons, of Frankfort, Kentucky, have issued another striking circular on the Overproduction of Whiskys. They state that the overproduction now "swells the warehoused stocks of the country beyond any mark ever before reached in the history of distilling." Official figures for the 11 months of the fiscal year 1912 (with the June figures not officially tabulated) show that "the overproduction has reached the unprecedented figures of 263,149,915 tax gallons." Kentucky alone now has more goods in her distillery warehouses than the whole United States had a single decade ago. If you are interested and have not received a copy drop a card to Messrs. E. H. Taylor Jr. & Sons, Frankfort, Kentucky, and they will forward you one.



It will not be long now until the voters of California will have a chance to scan the list of men who feel that they, above all others, are best qualified to look after the interests of THE PEOPLE of our State Legislature and National Congress. Petitions, as thick as the leaves of Vallambroso, have dropped into the office of the Secretary of State at Sacramento, and among other familiar names, we note that of Assemblyman G. W. Wyllie, of Dinuba, farmer, introducer of the unjust local option bill, and prohibition stump speaker. After flirting around for several months with his eye upon the Congressional nomination, that would give him Congressman Needham's place in the House of Representatives at Washington, D. C., Assemblyman Wyllie has finally decided that there were too many breakers ahead on that course and that it was best for him to make the run again for the Assembly, provided that he can get the Republican nomination for that office. He has some strong opponents on the Republican ticket, however, and as the *Visalia Times* remarks, "he will have to travel fast to lead them in September."

Many Republicans in Tulare County entered the race for the Assembly when Wyllie withdrew and there is no doubt that his re-entrance into the nomination arena will cause complications that may result in his defeat.

As a result of a settlement with his creditors, Mr. Gus Kilburn, during the month sold the Baldwin Cafe on Market street near the Flood Building, to Mr. Charles Carr, a well-known saloon man. Mr. Carr had a license at the corner of Fifth and Market streets, where he opened a first-class retail place three months ago, but on account of the close proximity of a school, the Police Commissioners refused to renew the license, having granted it 90 days previous. All of which was a great injustice to the license holder. The purchase price is reported to have been \$10,000. It is one of the most handsomely equipped places on the coast.

The addition of 27,000 new cuttings of resistant stock has been added to the Inglenook Winery at Rutherford, and a number of new fermenting tanks have been installed. General Manager H. L. Lange informed the writer that after a recent visit to the Napa Valley he finds the grape outlook not as good as was expected. The cool weather gives promise of a late vintage with conditions almost identical with those of last year. Mr. Lange reported that business has held up unusually well thus far during the summer, whereas in former years the bottom invariably dropped out at this season. This year buying has continued very encouragingly and his house, B. Arnhold & Company, have no cause for complaint.

Andrea Sbarboro is one of the notable members of the Flying Legion, allied with the Panama-Pacific International Exposition, which on August 22 is to make a pilgrimage to Vancouver, Victoria and the other adjacent British Columbia cities to boost the Exposition. This will be Mr. Sbarboro's first visit to this section since 1857, when, as a mere youth, he caught the Fraser River gold fever and for a time deserted California in the hope of making a "strike" in British Columbia, which was then the Mecca for fortune hunters from every section of the world. His recollection of flourishing Victoria is merely a log fortress, which was used to protect the whites against the Indians, a government store and a few shanties. He is naturally looking forward with keen anticipation to viewing the remarkable transformation that has taken place in Victoria and the other British Columbia coast cities during the past fifty years.

#### Armstrong Cork Co. to Come to California

IT is stated that the Armstrong Cork Company, of Pittsburg, has purchased 380 acres of land at Lompoc, near Santa Barbara, Cal., where it is said that a factory will be erected. The Armstrong Company recently increased its capital from \$5,100,000 to \$5,482,600.

# Sonoma Wine & Brandy Co.

INCORPORATED

Storage Capacity



2,000,000 Gallons

18-20 and 22 Hamilton Avenue, - Brooklyn, N. Y.

AND

Stockton, California

## Notes of the Pacific Northwest

SEATTLE, July 23, 1912.—Christian Endeavorers of the State of Washington have adopted a resolution to abolish saloons for all time in the United States by July 4, 1920. This they did prior to closing their eighteenth annual convention at Tacoma, July 2.

There is likely to be a war between the drys and wets in Spokane in the near future. The clergymen are agitating for the voting out of the saloons this fall and they leave no stone unturned to attack the saloons. They even accuse the saloons of having assassinated the late chief of police. The Inter-Church council have commenced to enlist labor, religious, fraternal and other organizations in their cause and the only question that seems to make them hesitate is as to whether or not this is the proper time to wage the war or wait longer for funds.

The city officials of North Yakima, Washington, have reduced the number of saloons from 23 to 17.

Petitions for local option election in North Yakima at the general election next fall were circulated in the local churches July 18.

Drys at Snohomish, Wash., started agitation for a local option election July 3 to be decided in November.

A local option election will be held at Vancouver, Wash., November 5.

The United Brethren Church of Portland refused to indorse the Prohibition movement, although the secretary of the Prohibition League promised that the State would be completely dry in 1914. A warm debate over prohibition almost disrupted the annual conference of the United Brethren and peace was restored only when prohibition was condemned.

Governor West's three days of rampage along the road from one inn to another has caused a great deal of worry to the roadside house keepers. No doubt a great deal more effective work could have been accomplished if the spectacular element had been left out of the proceedings, but it is a little too near the general election to expect that an adroit politician would do anything without getting full advertising value for his action. The class of people injured by the militancy of Governor West are not in a position to defend their interests. Political stockmaking is, therefore, an easy proposition.

Governor West wishes to prevent the brewers from shipping their merchandise into dry territory. He claims that the brewers have not kept their word as to elevating the saloon. But very little action is being taken against the so-called clubs that operate roadhouses on a federal license only. These places cannot be handled by the brewers and as long as they exist they pull down the licensed saloon to their level by the unjust competition they make.

The governor has decided to ask the liquor dealers to aid him. This is the right way to proceed toward righting conditions in the saloons and road houses. To continue a military campaign against the licensed establishments while the unlicensed remain untouched mean simply to lower the standard of the licensed resorts.

All the innkeepers have agreed to assist the governor in carrying out the law. They know now what their privileges are as well as their obligations and in order to conserve the former are perfectly willing to fulfill the latter.

## Oakland Notes

OAKLAND, July 24, 1912.—On July 22 the City Council of Oakland amended the liquor ordinance so as to provide a punishment of \$100 to \$500 or imprisonment at the rate of one day for every two dollars, instead of fine or imprisonment or both.

Tests of the water at Richmond have proved satisfactory to the California Grain Distillery Company of San Francisco and Manager Barrett of the company has proposed to the Richmond Board of Trade that a site be selected for the company's distillery. The Board is busy looking for a site.

A split in the Women's Christian Temperance Union of San Leandro has occurred, owing to the fact that there is a high license faction opposed to the prohibition faction, which has until now dominated the union. The Good Government forces are held responsible for the split. Those forces are in favor of high license. It is probable that the union will continue the fight whether high license prevails or not. But the saloon-keepers are wide awake and will not work the less on account of the split. They have the support of the large liquor houses and breweries of Oakland and San Francisco.

Complaints have been received by Mayor Noy that saloon-men of Alameda are serving drinks to women and children. Decent saloon men of Alameda should vie with the officials of the city in bringing such offenders to grief. It is a duty they owe to themselves as well as the community. Those who sell drinks to women and children in violation of the law hurt the saloon business more than the Anti-Saloon League could.

At Newark the chamber of commerce has assumed the functions of the police. It has passed a resolution which places it on record as being in favor of the regulation of the saloon instead of its abolition. As there is no police patrol in the city the members of the chamber will take it upon them to watch the saloons toward eliminating any bad element in them.

## Colombian Tariff Changes

FOR some time the ocean steamship companies engaged in the shipping between the United States and Colombia have complained of the operation of the section of the Colombian customs laws which regulates the imposition of fines for packages billed but not delivered. Under this regulation the amount of the customs duties payable for packages which are billed but not delivered is fixed at the maximum rate charged in the Colombian tariff for any class of merchandise, and in addition there is a fine of 20 per cent of that amount. The steamship companies have been hampered by these provisions, and it is claimed that the companies have been obliged to increase the freight rates to Colombia on that account.

American Minister James T. DuBois took this matter up with the Colombian Government, and in consequence of his representations the enforcement of article 95 of the law of June 13, 1873 (the section of the customs code in question) has been suspended. The consideration of this matter will be recommended by the Government at the session of Congress which begins July 20, 1912.

It is thought that this action on the part of the Government of Colombia will do much to establish closer trade relations between Colombia and the United States.

### "Wets" Win at San Leandro

THE so-called Good Government movement for a heavy increase in the liquor licenses and unnecessary restriction upon the saloons was defeated by the vote of women on July 30th. More than half the votes cast were by women. The total votes cast were 964 and the proposal to increase the license from \$50.00 to \$150.00 per quarter was lost by a vote of 533 to 420.

**TUOLUMNE DRY**—There was great surprise in Tuolumne county over the result of the local option election. It was generally expected that the county would vote wet. The wets made no preparation and when a majority of 35 votes was rolled up against them they wondered.

**GRASS VALLEY HIGH LICENSE**—A movement is on in Grass Valley to increase the liquor license fee from \$20 a quarter to \$75. The City Trustees wish to raise the fee only \$10 a quarter. It is generally believed that the fee could be raised to \$50 a month and not one of the 28 saloons would suffer. Church and temperance people are agitating for high licenses.

**DRY FORTUNA**—At Fortuna, the only dry town in the county of Eureka, has been disgraced by a prominent citizen who had not studied up on the new local option law sufficiently to avoid being seen in public in a compromising attitude. Judge Gaarden, a friend of the violator of the law, was called to the jail at 2 o'clock in the morning to administer punishment in the shape of a fine. When the town was wet the prominent citizen was never known to lose his bearings.

**ARCATA ORDINANCES**—On July 6 Arcata, Eureka county, adopted a new liquor ordinance restricting the sale of liquor in the city limits.

**BAKERSFIELD DRINK SCALE**—As a result of the price-cutting war, saloon men of Bakersfield have agreed on a list of prices corresponding with those prevailing in other cities of the State.

**BAKERSFIELD BREWERY**—The Bakersfield Brewery is now operating two-thirds capacity, or 20,000 barrels a year. The plant cost \$200,000. It employs a large number of men in manufacturing and bottling.

One of Sheriff Fred Egger's deputies, Jim McCann by name, arrived in jail by a new route as a result of accepting and drinking some liquor offered to him by Leon Barrere of 124 Ellis street, while he was at watch over Barrere's saloon to see that the attached stock did not disappear. Deputy McCann

fell to sleep after drinking and while he slept the stock of the saloon was hied away to parts unknown. McCann and Barrere were arrested and are being held for explanations.

Judge Van Fleet has appointed Kenneth Green as receiver for the bankrupt estate of Frank McQuaid & Co. and John Martin, as partners in the saloon at 2003 Mission street. The saloon is valued at \$6000 and is covered by a chattel mortgage of \$5000.

The retail druggists of San Francisco have announced that they favor the proposed bill to reduce the fee for the revenue license of the federal government for the sale of liquors from \$25 to \$5. They claim that such a bill will have the support of 48,000 druggists.

The Redwood City Council granted the licenses for saloons to six applicants to be effective July 1. A great deal of opposition was expected but did not materialize. It became clear to the mayor and the council that the applicants were law-abiding men and for this reason it was not considered necessary to reduce the number of licenses.

When the Palo Alto boys learned that the Redwood City Council would not restrict the number of saloons there was great rejoicing. These boys have to go to Redwood City to get a drink. Their railway fares are much more than the price of a dozen beers each trip, but this is offset to a certain extent by the size of the beers. Competition among saloon-keepers at Redwood City has been keen. The size of the beers has been increased constantly. For this reason the Palo Alto boys get nearly their money's worth. If the number of saloons had been reduced the size of the beers might have been reduced also. Hence, the rejoicing.

Palo Alto people favor the establishment of Friendly Inns as a means of escaping from the suffering caused by the drought of prohibition. Subscriptions and contributions are being called for to erect wayside stations on county roads so that travelers can find refreshment and rest. Formerly the saloons provided social centers, providing certain things necessary to public comfort in the shape of warm rooms, refreshments and toilets. Since the saloons have been done away with it is necessary to provide these things in some other way.

We herewith acknowledge receipt of a ticket to the St. Helena Vintage Festival which entitles the fortunate recipient to all the courtesies of the big event. The management will please accept the Editor's thanks therefor.

# CIOCCA-LOMBARDI WINE CO.

BATTERY AND GREEN STS., SAN FRANCISCO, CAL.

GEYSER PEAK WINERY, Geyserville, Cal.

## CALIFORNIA WINES AND BRANDIES

FINE MATURED DRY WINES OUR SPECIALTY

Correspondence Invited

## Industries Subsidiary to the Champagne Trade

THERE are in this consular district of France, and particularly in the city of Rheims, a number of enterprises which, while only accessory to the principal industry, that of making champagne wine, are quite important in themselves.

Chief among these auxiliary industries is the manufacture of champagne bottles, whose production is fraught with many difficulties. The champagne bottle has to be constructed in all its parts of an almost mathematical, even and heavy thickness; its glass must be perfectly smooth and unaffected by the acids contained in the wine; its neck must be exact in every particular, to insure perfect corking, and with no grain or projecting points on the inside. So much progress has been made within the last 10 or 15 years that, where formerly a breakage of 5 per cent was considered very small, at the present time the average breakage does not exceed 1 per cent. Despite the perfection as to strength reached in the production of champagne bottles, the strain upon them caused by the pressure they sustain and the repeated handling they undergo weakens them to such an extent that it is considered unsafe to use the bottles a second time; and, with the exception of smaller houses making the cheaper brands, champagne manufacturers place their wine in none but entirely new bottles.

Four glass-blowing establishments in this city, of which one is among the largest in France, and several others in the northern part of the Rheims consular district make almost exclusively bottles for champagne wine. They work night and day in three shifts of 8 hours each and turn out about 40,000,000 bottles annually. While machinery is now applied in the manufacture of bottles for still wine, liquors, medicine, etc., no machine has as yet been invented which could supersede manual labor in the manufacture of champagne bottles. The men performing this difficult work are well paid.

Another important industry of this consular district entirely dependent on the wine trade is the manufacture of corks for champagne bottles. The material for these corks is principally imported from Spain, in which country is found a tree whose bark is resistant enough to permit of its use for this class of corks. The work of dressing and testing the bark and completing the cork is in the hands of very skilled workmen, most of whom are well paid Spaniards. Since it is very difficult to procure a bark thick enough to make a good cork out of one piece, a number of the corks made nowadays are composed of two pieces of thin bark pasted together lengthwise. This process of pasting the pieces together is patented; and since the corks thus made seem to answer in every respect the demands made upon them, a number of cork manufacturers are now working under this patent, apparently with very good success. There are about 20 cork manufacturers in this district turning out annually 100,000,000 corks, of a value between \$1,351,000 and \$1,544,000.

Local woodworking establishments supply the champagne houses with the boxes in which the wine is shipped to foreign countries. These are made in a mechanical way; and while they are very substantial, they are of a superior finish and give remunerative occupation to many workmen. Several large willow-working manufacturers furnish champagne houses with the baskets in which the wine is shipped to places in France and in near-by countries.

Several firms make a specialty of the straw covers in which the bottles are encased before being packed in boxes or baskets; the straw used for these covers is cut and sewed by machinery. This industry encourages the cultivation of rye in

this immediate neighborhood, the straw being used for the manufacture of the covers and the rye sold to other countries, mostly to Germany.

Two firms in this city and four at Epernay construct special machinery for the manipulation of champagne wine, such as automatic bottling machines, machines for cleaning, for corking and uncorking, for wiring bottles, etc. Presses for extracting the juice from the grapes are made by several important concerns in this consular district. (Some hydraulic presses have recently been brought from the United States.) One large concern makes a specialty of manufacturing metallic capsules and tin foil for champagne bottles, and numerous lithographic establishments are engaged in producing artistically decorated labels.

It is safe to say that the aforesaid industries give employment to more than 5000 skilled workmen. For their future prosperity much depends upon abundant harvests of grapes, the crops during the last five years having proved to be so insufficient that only several good yields will prevent the champagne trade and its auxiliaries from suffering a very severe setback.—From Consul W. Bardel, Rheims, France.

### Spanish Wine Output Large in 1911

THE past year was an excellent one for the Spanish wine growers, as the output was large and the wines brought high prices on account of shortages in other producing countries. Recently published official statistics place the area under wine-grape cultivation during 1911 at 3,207,110 acres, an increase of more than 12,000 acres over 1910, and the total production of grapes is estimated at 3,332,116 tons, from which 422,673,000 gallons of must were produced. The grape production was greater than that of 1910 by over 950,000 tons, and the must output showed an increase of more than 140,000,000 gallons. According to the customhouse returns for 1911, the total value of the wine exported during that year was \$19,344,333, as against \$16,570,542 in the preceding year.

The following table shows the values of the different classes of wine exported during 1911, as compared with 1910:

Varieties.	1910	1911	Varieties.	1910	1911
Common red wine, in casks .....	\$8,781,763	\$11,356,075	Malaga wine, in casks.....	\$3,132,496	\$1,219,233
Common white wine, in casks .....	1,635,869	2,025,047	Fine wines, in casks....	639,986	2,856,933
Sherry wine, in casks:			Bottled wine..	326,519	368,989
Amon tilla-			Total .....	\$16,570,542	\$19,344,333
do, etc....	249,723	494,622			
Other .....	1,804,186	1,029,434			

France was the largest purchaser of Spanish wines, buying more than half of the total exports. Other large purchasers of Spanish wines are England, Cuba, Porto Rico, and the South American Republics.

At the National Congress of Viticulture in Pamplona, Province of Navarre, during July, 1912 (announced in Daily Consular and Trade Reports for May 10, 1912), a special study will be made of the various species of American vines and the earth best adapted to their cultivation, 2400 varieties of American and other vines having been collected for this purpose. The methods of manufacturing and selling wines will also be studied.

Lemoore city trustees have granted another liquor license. This will permit Messrs. Esrey, Harp and Jennings to install a bar in their new hotel.

The county clerk of Los Angeles county has ruled that the Prohibitionists have a right to place names on the county tickets in the coming general election. They had barely a 3 per cent of the vote of the county.



## Warning to Grape Growers and Winemakers

Captain A. C. Baker, of the department of transportation of the Exposition, urges the Grape Growers' Association of California to make a splendid wine exhibit at the coming World's Fair. The captain points out that foreign nations are given the preference as regards space and that when a block of floor space is granted a foreign commission the installation of a wine exhibit in that space to the exclusion of other agricultural products can not be prevented. For this reason France, Germany and Spain would have a larger space for wines than the wine industry of the United States. It is his opinion that Europe will make a very strong stand for a world supremacy in still wines on account of the inroads made on the markets of the world by California wines. He discussed the classification of wines. It is his belief that a satisfactory agreement will be reached by the wine growers.

## Protecting Canadian Club

**H**IRAM WALKER & SONS, Ltd., of Walkerville, Ont., have brought suit against several concerns in New York City and Brooklyn, New York. It is alleged in the complaint that the defendants are selling "Canadian Type" and "Canadian Style" whiskies and that their labels are counterfeit of the genuine Canadian Club whisky label. The complainants ask the court to declare the article thus sold a cheap imitation of "Canadian Club," and that there is no such thing as a Canadian type or Canadian style of whisky as such, and that consequently the articles are misbranded under the Pure Food Law and are liable to forfeiture.

After thirty years distinguished service in the University of California, Edward J. Wickson, professor of agriculture and director of the United States Agricultural Experiment Station, and the chief authority on California horticulture, has been granted a year's leave of absence, which he will spend in Europe. At its expiration he will be entitled to claim a pension for the rest of his life. Andrew Carnegie's gift of \$15,000,000 to the Carnegie Foundation for the Advancement of Teaching has provided such "retiring allowances" for professors in accepted institutions who have taught fifteen years and arrived at the age of 65, or who are incapacitated by illness before arriving at 65, but have taught 25 years.

**CLOVERDALE ORDINANCE**—On the 13th of July the Town Trustees of Cloverdale took up the new liquor ordinance which is to become effective August 15. The provisions of the new ordinance were discussed at great length. After providing in the usual manner how a license may be granted the ordinance prescribes how saloons shall be built and where they shall be located. Playing at cards and dice is prohibited, open fronts required and only one entrance or exit allowed.

In Idaho the liquor dealers scored a signal victory over the drys in the recent local option election. Ada county decided to retain the saloons by a majority of 1700. This majority is 1000 in excess of that received two years ago. The victory is due to the city of Boise which rolled up a vote in favor of the saloons that the country places could not offset. In many of the smaller towns a heavy majority was registered in favor of the saloons. Every country in the State was interested in the outcome.

Prohibitionists inaugurate their State convention at Caldwell, Idaho, July 30. They will name a full State ticket.

## Los Angeles Notes

Collector of the Port Pendleton has notified shippers that the laws compelling coastwise vessels to enter and clear will be rigidly enforced. If a vessel having distilled liquor aboard fails to get a clearance the penalty will be \$100 and the forfeiture of the goods. If the value of the goods exceed \$800 the vessel is to be forfeited.

Mr. F. A. Heim has been granted a liquor license for his Sunset Cafe at Santa Monica and has the privilege of selling liquor with or without meals.

Revenues of the city of Anaheim will be greatly increased by the raising of the license of liquor dealers. Retailers will pay \$75 per month instead of \$50, wholesalers \$50 instead of \$10, hotels \$25, druggists \$5, entertainments \$15 per day.

Fifty of the citizens of Dinuba have signed an agreement to assist the authorities to enforce the liquor ordinance. Bootlegging prevails all over the city and the police appear to be helpless.

It is proposed to limit the number of saloons in Venice to two which will pay a license fee of \$1000 per month or to four which will pay \$300 per month.

At Pasadena the Anti-Saloon League proposes to start a fight against Amendment No. 10 of the city charter on the ground that it is unconstitutional, not having been passed by a three-fifths majority. Mr. S. W. Odell will make a test case for the league. It will appear from this that there are no grounds so flimsy as to be unworthy for the Anti-Saloon League to fight upon. Fanaticism forbids them from seeing their own foolishness.

An extensive vineyard is to be planted and other improvements made at the J. B. Webster place near Bangor, Butte county, which was sold to Ernest Claxton, of Vancouver, B. C. The ranch comprises 53 acres of the best foothill land in the county. There is a small vineyard planted, and the new owner has announced his intention of planting the remainder to a standard variety of grapes. Two substantial residences, one for himself and family, and another for his tenant, will be erected upon the land this summer. Mr. Claxton's family will take up their residence at Bangor.

### SEE THE DIFFERENCE



These two bunches of grapes were picked in the same vineyard, both from the same kind of vine.

**THIS VINE IS STARVING TO DEATH**

*On the other hand*



**THIS VINE HAS BEEN FERTILIZED**

**Is there any need of our asking Which is the more profitable?**

Send for our FREE BOOKS of facts telling what our fertilizers are doing, and what they will do for you in your orchard, your vineyard, or your farm

**THE PACIFIC GUANO & FERTILIZER CO.**  
 615 Alaska Commercial Building  
 San Francisco, Cal.  
 502 Central Building, Los Angeles, Cal.

Largest manufacturers of Fertilizers, Poultry Foods and Bone Charcoal on the Pacific Coast

# INTERNAL REVENUE & CUSTOMS RULINGS

(T. D. 1783.)

## *Fortification of wines.*

Modification of T. D. 1663, dated November 15, 1910, relative to the fortification of wines for export with brandy free of tax.

Treasury Department,  
Office of Commissioner of Internal Revenue,  
Washington, D. C., June 26, 1912.

To Collectors of Internal Revenue and Others Concerned:

Where it is impracticable to fortify wine for export "alongside the vessel" or car as provided in paragraph 2 of T. D. 1663, such wine may be fortified in a bonded manufacturing warehouse under the provisions of section 15, act of July 24, 1897, as amended by section 23 of the tariff act of August 5, 1909. In such cases the brandy to be used in fortifying the wines will be transferred from a special bonded warehouse to the bonded manufacturing warehouse under the provisions of Articles 137 to 143 of Regulations No. 29, revised January 1, 1909.

ROYAL E. CABELL, Commissioner.

Approved:

FRANKLIN MACVEAGH,  
Secretary of the Treasury.

(T. D. 32672.)

## *Drawback on beer.*

Drawback on beer manufactured by the Seattle Brewing & Malting Co., of Seattle, Wash., with the use of imported hops.  
Treasury Department, June 28, 1912.

Sir: Drawback is hereby allowed under section 25 of the tariff act of August 5, 1909, and the regulations promulgated thereunder (T. D. 31695 of June 16, 1911), on beer manufactured by the Seattle Brewing & Malting Co., of Seattle, Wash., with the use of imported hops.

The allowance shall not exceed the quantities of hops used as stated in the drawback entry, with a maximum allowance of 165 pounds for each 250 barrels of 31 gallons each of Rainier pale beer, and 120 pounds for each 250 barrels of 31 gallons each of Rainier beer.

The manufacturers' sworn statement, dated June 14, 1912, is inclosed for filing in your office. Respectfully,

JAMES F. CURTIS,  
Assistant Secretary.

(94946.)

Collector of Customs, Port Townsend, Wash.

(T. D. 32648.)

## *Gauge of whisky.*

Conventional gauge of James Buchanan & Co.'s "Black and White" Scotch whisky 24 fluid ounces per bottle.—T. D. 22237 of May 21, 1900, modified.

Treasury Department, June 25, 1912.

Sir: I have to refer to your letters of April 18 and May 15, 1912, in the matter of the gauge of James Buchanan & Co.'s "Black and White" Scotch whisky.

You report that measurements of this whisky have been made from time to time by the appraiser at your port and the bottles have been found to contain 24 fluid ounces each. This gauge also agrees with that found for whisky of this brand at various other ports.

In view of the above, the gauge of 24 fluid ounces per bottle is hereby adopted as the conventional or standard gauge for importations of James Buchanan & Co.'s "Black and White"

Scotch whisky and should be applied to such importations when an actual gauge is not taken.

T. D. 22237, so far as it relates to whisky of this brand (House of Commons) is modified accordingly. An actual gauge should, however, be made from time to time in conformity with the department's instructions of May 16, 1907 (T. D. 28161).

Respectfully,  
(45702.)

JAMES F. CURTIS,  
Assistant Secretary.

Collector of Customs, New York.

(T. D. 1777.)

## *Regulations governing the temporary storage of distilled spirits bottled in bond for export.*

[Circular No. 28—Int. Rev. No. 745.]

Treasury Department,  
Office of Commissioner of Internal Revenue,  
Washington, D. C., June 13, 1912.

To enable distillers and owners of distilled spirits bottled in bond for export to keep on hand a sufficient quantity of such bottled spirits to meet orders for immediate shipment, the following regulations, supplemental to Regulations No. 23, revised June 5, 1907, are issued:

### LOCATION AND CONSTRUCTION OF STOREROOM.

Inasmuch as spirits withdrawn tax-paid and spirits withdrawn for export are not permitted in the bottling warehouse at the same time, no portion of the bottling warehouse can be used for the storage of spirits bottled for export. A separate room or building on the distillery premises must be provided for the purpose. Upon written notice to the collector and Commissioner of Internal Revenue a portion of the distillery warehouse already approved may be used for the purpose, after the separation of the same from other portions of the building by solid and unbroken walls and floors; or a separate room or building suitable for the purpose may be approved upon application, as in case of approval of an addition to distillery warehouse. Such storerooms or warehouses must be constructed and secured in all respects as distillery warehouses, and will be under control of the collector and in charge of the storekeeper assigned to the bottling warehouse.

### STORAGE BOND.

When such storeroom has been established the proprietor, before using the same, will file with the collector a bond (Form 654) in duplicate, with satisfactory sureties, conditioned for the safe storage and proper accounting of all such spirits. The penalty of such bond must be sufficient to cover the tax on the largest quantity of spirits that may remain in the storeroom at any one time, and in no case less than \$500.

Upon approval of the bond by the collector the duplicate thereof, with the other papers in the case, will be forwarded to the Commissioner of Internal Revenue for acceptance.

### APPLICATION FOR WITHDRAWAL, ETC.

Where spirits are to be so bottled and stored, applications for withdrawal to the bottling warehouse will be made on part 1 of Form 655; and, on receipt by the gauger of the collector's order, part 2, and the necessary export stamps, the spirits will be at once inspected, gauged, marked, and stamped, in the original packages, and removed to the bottling room. On receipt in the bottling warehouse the spirits will at once be bottled, cased, wired, and marked as in the case of spirits bottled for immedi-

ate exportation, except that the required marks showing the port from which and the foreign port to which the spirits are to be exported may be omitted until the cases are ready for shipment.

As cases containing bottled spirits, when properly marked and stamped, are required to be immediately removed from the distillery premises, the affixing of export stamps to such cases should, therefore, be deferred until such time as the spirits are ready for immediate shipment. Such stamps, however, should be procured from the collector prior to or at the time of bottling.

#### DEPOSIT OF SPIRITS IN STOREROOM.

When the spirits have been bottled and cased, as first above indicated, the distiller or owner will indorse on his application his entry for redeposit (Form 655, pt. 3), and the officer in charge will see that the spirits are at once removed to the designated storeroom. As such room will be approved for the temporary storage of such spirits, the quantity remaining therein at any time should not exceed the estimated quantity that will be exported during a period of six months.

#### REMOVALS FOR EXPORT.

Applications for such removal should be made on Form 206 (Art. 24, Regulations No. 29), modified by striking out of said form the words which are applicable only to original packages.

The subsequent proceedings, respecting the filing of bonds, bills of lading, etc., will be in accordance with the provisions of said Regulations No. 29.

#### OFFICERS' REPORTS.

Spirits withdrawn from bonded warehouses, when bottled and stored as herein provided, should be reported on the various forms, as required in the case of direct exportation.

Pending a revision of Form 309, the officer, in rendering his report on that form, will attach to the last page thereof a statement showing the number of cases containing spirits of each season's production remaining in the storeroom at the close of the month, the actual contents in proof gallons and the serial numbers of the cases so held. The aggregate quantity so reported should agree with the total quantity in proof gallons reported in column 11, line 14, last page of that form, less the quantity remaining in warehouse uncased.

ROYAL E. CABELL, Commissioner.

Approved:

FRANKLIN MacVEAGH, Secretary of the Treasury.

(T. D. 1778.)

*Alcohol withdrawn from bond, free of tax, for scientific purposes.*

Treasury Department,  
Office of Commissioner of Internal Revenue,  
Washington, D. C., June 20, 1912.

To Collectors and Other Officers of Internal Revenue:

The appended act of Congress, approved June 4, 1912, is published for the information of all concerned.

ROBT. WILLIAMS, JR.,  
Acting Commissioner.

[Public No. 176—H. R. 16690.]

AN ACT For the relief of scientific institutions or colleges of learning having violated sections thirty-two hundred and ninety-seven and thirty-two hundred and ninety-seven a of the Revised Statutes and the regulations thereunder.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, is authorized on appeal to him made to abate, remit, and refund all taxes or assessments for taxes the liability for which is asserted against any scientific institution or college of learning on account of any alcohol withdrawn from bond free of tax in accordance with the provisions of sections thirty-two hundred and ninety-seven and thirty-two hundred and ninety-

seven a, Revised Statutes, and not used as authorized by the above-mentioned law and regulations thereunder: Provided, That no assessment made of tax imposed shall be abated or refunded as to any alcohol so withdrawn and used for beverage purposes: And provided further, That all applications for relief under this Act shall be filed in the office of the Commissioner of Internal Revenue within one year from the date of the approval of this Act, and no liability incurred on or after March first, nineteen hundred and twelve, shall be relieved against hereunder.

Approved June 4, 1912.

## Saccharin In Foods

### FOOD INSPECTION DECISION 146.

#### ON THE USE OF SACCHARIN IN FOODS.

There appears to exist a misconception of the position of the Department of Agriculture as to the use of saccharin in foods as announced in Food Inspection Decision No. 142. That decision prohibits the use of saccharin in foods. The law defines the term "drug" and it is considered that saccharin has its proper place in products coming within this definition.

It is recognized that certain specific products generally classified as foods, and sweetened with saccharin, may be required for the mitigation or cure of disease. It is not intended to prohibit the manufacture or sale of such products, provided they are labeled so as to show their true purpose and the presence of saccharin is plainly declared upon the principal label. This must not be interpreted to mean that the use of saccharin in foods prepared for ordinary consumption is permissible even if declared on the label.

R. E. DOOLITTLE,  
F. L. DUNLAP,  
A. S. MITCHELL,

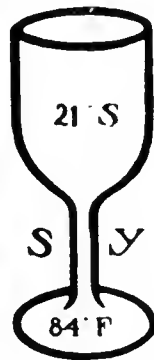
Board of Food and Drug Inspection.

Approved:

JAMES WILSON,  
Secretary of Agriculture.

Washington, D. C., June 22, 1912.

## Winemakers



It will pay you to become interested in better quality by means of PURE YEAST and COOL FERMENTATIONS

Read

"Quality in Dry Wines Through Adequate Fermentations"

by RUDOLF JORDAN, JR.  
pp. 146. Illust.

A practical investigation regarding the value of the latest methods.

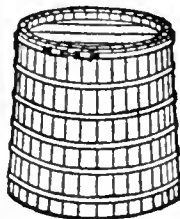
Price \$2.00

For sale at this Office.

## TANKS THAT LAST

Water, Wine, Oil Tanks

Made of Selected Stock by Experienced Workmen



GEORGE WINDELER, TANK BUILDER

144-154 Berry St., San Francisco

Phone KEARNY 242 and J 2562



### Army Women Plead for Canteen

THE crying need of restoration of the canteen in the United States army is put forward in words spoken by Mrs. Bancroft, wife of Gen. Bancroft, of the army, and the petition presented by her in behalf of 2386 army women. Congressman Richard Bartholdt, too, in a recent debate in the House, gave convincing argument of the advantages of the canteen.

The words of Mrs. Bancroft are:

"I want to present to you the subject of the canteen from the army woman's standpoint. Ten years have passed since the abolition of the canteen, and ample opportunity has been given to study the evil effects of the law and to provide grounds for the return of the conditions which were beneficial to the health and morals of the service.

Year after year since the law went into effect the Surgeon General of the army has reported the injurious effects on the health of the soldiers. Every General who has commanded the army has urged the restoration of the canteen. The press throughout the country has met the issue fairly and squarely, and today public sentiment demands a reversal of the act of February 2 1901, which prohibits the sale of beer and light wines on military reservations.

The women of the army have presented the petition to the Senate and House of Representatives in Congress assembled."

The language of the petition is:

"Having seen and felt the effect of the act of February 2, 1901, prohibiting the sale on military reservations of beer and light wines; realizing from an experience extending over ten years that the effect of that act has been injurious to discipline, harmful to morality, and conducive to intemperance, having deeply at heart the truest interests of the army, and therefore the nation, believing that from our close relation and intimate association with our soldiers we are better judges of the effects on them of such legislation than those who look in from without or who act upon mere theory or generalization, we, the mothers, daughters, sisters and wives of officers and enlisted men, do respectfully urge and earnestly request, in the interest of discipline, morality and temperance, the repeal of the said act."

A few weeks ago I had the honor to present to this House a petition signed by 278 medical men of the United States, many of them high medical authorities, in favor of the restoration of the army canteen. They based their demand upon the question not only of temperance, but also of the good morals and the health and lives of the soldiers. They show in this petition, Mr. Chairman, that there are certain diseases prevalent in the American army, mainly as a result of the abolition of the canteen, because these diseases, since the canteen has been abolished, have increased more than 100 per cent. A condition is presented that is almost alarming. In the British army the percentage of such diseases is 7.6 per cent. In the Austro-Hungarian army, 5.4 per cent; in the Prussian army, 1.9 per cent; in the Bavarian army 1.5 per cent. and in the American army these diseases prevail to the alarming extent of 19.7 per cent. In other words, out of every five soldiers one is suffering from that unmentionable disease, and it is for this reason that these medical men appeal to Congress to restore the canteen so that the men may be enabled to remain in the barracks and posts and spend their leisure hours there under proper surveillance of the officers instead of being driven out into the dives surrounding these posts, where rot-gut whisky and lewd women abound and where their minds are being poisoned.

### Four-Flushing

AMONG the deceits of the Anti-Saloon League is its practice of printing on the front page of its official paper a photograph of some celebrated personage, designed to indicate that the celebrity in question favors the league.

In recent numbers the frontispiece of the *American Issue* has been adorned with pictures of Theodore Roosevelt, Cardinal Gibbons and many other public men, none of whom has ever by one word indicated that he supported the schemes of the Anti-Saloon League. In fact, most of them have publicly denounced prohibition and all its works.

In the November number, the *Issue* publishes as a frontispiece a full-page portrait of the Right Reverend F. Courtney, a bishop of the Episcopal Church. Far from supporting the Anti-Saloon League, Bishop Courtney is in truth an opponent of all methods which the Anti-Saloon League represents, and is also opposed to prohibition.

"The attitude of the Episcopal Church toward that portion of the liquor traffic which is represented by saloons, is one of suspended judgment," writes Bishop Courtney, and then proceeds to say that, whatever the morals of a prohibitory law may be, "the public conscience is not ripe for any such legislation." Bishop Courtney advocates "voluntary" abstinence from intoxicating liquors as an example to weaker brethren.—*San Francisco Rural Press*.

### From Trade Mark Protective Company

STRICKER, who formerly conducted his business under the name of Imperial Distilling and Cordial Company, was, on evidence obtained by this company, arrested fourteen times on separate charges for counterfeiting Gordon Gin, Martini & Rossi Vermouth, Martell Brandy, Booth's Tom Gin and other leading brands of liquor. He counterfeited Hennessy Brandy, Field's Sloe Gin Chartreuse, Arps Pepsin Bitters, and practically every imported liquor. On the trial of the first charge, Gordon Gin, he was convicted and sentenced to ten months in the penitentiary and to pay a fine of \$200. He appealed from the judgment of conviction and the Appellate Court has just affirmed the judgment. The other charges are still pending.

Milanese was arrested about a year ago, convicted and fined for counterfeiting Martini & Rossi and Martell. Recently he began business under the name of Lucca Importing Company. On evidence obtained by our investigators, he was arrested by the U. S. Food Authorities for counterfeiting Martini & Rossi, Martell, Fernet Branca, Strega and Ferro China.

On analysis the goods showed 20 per cent wood alcohol. Milanese after two months in the Tombs, pleaded guilty and was sentenced to seven months in the penitentiary.

### Retraction and Apology

SOME time ago Hiram Walker & Sons, Ltd., proprietors of Canadian Club Whisky, brought suit against The Julius Levin Co., Inc., of San Francisco, for libel, the said libel being an advertisement intimating that Canadian Club Whisky contained injurious ingredients, etc. Elsewhere in this issue in the advertisement of Hiram Walker & Sons, under date of June 14, 1912, will be found a retraction and apology from Messrs. Julius Levin & Co.

REOPENING OF HOTEL SAN RAFAEL—The Hotel San Rafael, which has been closed three years, will be opened again on the first of September by a syndicate of San Francisco hotel men who have leased the place for five years.



# The Review's Buyers' Directory

## CALIFORNIA WINES.

Geo. West & Son, Incorporated....Stockton, Cal.

California Wine Association.....  
.....180 Townsend St., San Francisco, Cal.

California Wineries and Distilleries .....  
Townsend and Fifth Sts., San Francisco, Cal.

Theo. Gier Co...575 Eighteenth St., Oakland, Cal.

Wetmore-Bowen .....  
.....4244 Davis St., San Francisco, Cal.

Italian Vineyard Co.....  
.....1234 Palmetto St., Los Angeles, Cal.

Napa & Sonoma Wine Co.....  
.....110 10th St., San Francisco, Cal.

Sierra Madre Vintage Co.....La Manda, Cal.

A. Finke's Widow .....  
.....809 Montgomery St., San Francisco, Cal.

E. H. Lancel Co.....  
.....549 Washington St., San Francisco, Cal.

Paul Masson Champagne Co..... San Jose, Cal.

Lachman & Jacobi .....  
.....706 Sansome St., San Francisco, Cal.

French American Wine Co.....  
.....1821-41 Harrison St., San Francisco, Cal.

Italian-Swiss Colony.....  
.....1235-67 Battery St., San Francisco, Cal.

Sonoma Wine & Brandy Co.....  
.....18, 20 and 22 Hamilton Ave., Brooklyn, N. Y.

Sacramento Valley Winery.....Sacramento, Cal.

Ciocca-Lombardi Wine Co....San Francisco, Cal.

## CORDIALS, WINES, BRANDIES.

E. G. Lyons & Raas Co.....  
.....Folsom and Essex Sts., San Francisco, Cal.

The Rosenblatt Co.....  
.....300-332 Second St., San Francisco, Cal.

## BREWERS AND BREWERS' AGENTS.

John Wieland Brewery.....  
.....204 Second St., San Francisco, Cal.

Buffalo Brewing Co.....Sacramento, Cal.

Fred Krug Brewing Co.....Omaha, Nebraska

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

National Brewing Company .....  
.....762 Fulton St., San Francisco, Cal.

Albion Ale & Porter Brewery.....  
.....494 O'Farrell St., San Francisco, Cal.

Enterprise Brewing Co.....San Francisco, Cal.

Seattle Brewing & Malting Co.; Seattle, Wash.  
John Rapp & Son, Agents.  
.....8th and Townsend Sts., San Francisco, Cal.

Sacramento Brewing Co.; Sacramento, Cal....

G. B. Robbins, Manager,  
.....14th and Harrison Sts., San Francisco, Cal.

## WHOLESALE LIQUOR DEALERS.

A. P. Hotaling & Co.....  
.....429 Jackson St., San Francisco, Cal.

Siebe Bros. & Plagermann.....  
.....430-34 Battery St., San Francisco, Cal.

Rusconi, Fisher & Co.....  
.....326 Jackson St., San Francisco, Cal.

Jas. Gibb.....1844 Geary St., San Francisco, Cal.

Sherwood & Sherwood .....  
.....41-47 Beale St., San Francisco, Cal.

The Julius Levin Company .....  
.....987 Howard St., San Francisco, Cal.

Jesse Moore Hunt Co., .....  
Second and Howard Sts., San Francisco, Cal.

Cartan, McCarthy & Co.....  
.....Battery and Com'l Sts., San Francisco, Cal.

William Wolff & Co.....  
.....52-58 Beale St., San Francisco, Cal.

Wichman, Lutgen & Co.....  
.....431-435 Clay St., San Francisco, Cal.

L. Taussig & Co.....  
.....200 Mission St., San Francisco, Cal.

George Delaporte .....  
.....820 Mission St., San Francisco, Cal.

## IMPORTERS.

Alex. D. Shaw & Co.....  
.....214 Front St., San Francisco, Cal.

Chas. Meniecke & Co.....  
.....314 Sacramento St., San Francisco, Cal.

W. A. Taylor & Co.....29 Broadway, N. Y.

Sherwood & Sherwood .....  
.....43 Beale St., San Francisco, Cal.

Wm. Wolff & Co.....  
.....52-58 Beale St., San Francisco, Cal.

L. Gandolfi & Co.....  
.....427-31 W. Broadway, New York

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

J. F. Plumel & Co.....  
.....63-65 Ellis St., San Francisco, Cal.

## TANKS, COOPERS, COPPERSMITHS, ETC.

Pacific Tank & Pipe Co....Wine and water  
tanks, boxes, irrigation pipe and pipe for  
water systems.  
318 Market St., San Francisco, Cal.; Equi-  
table Bank Bldg., Los Angeles, Cal.; Ken-  
ton Station, Portland, Oregon.

Geo. Windeler; wine and water tanks. ....  
.....431-441 Folsom St., San Francisco, Cal.

Oscar Krenz, Copper and Brass Works.....  
.....212-214 Fremont St., San Francisco, Cal.

Pacific Copper Works .....  
573 Mission St., San Francisco, Cal.

Sanders & Co's. Copper Works.....  
.....Beale and Howard Sts., San Francisco, Cal.

## DISTILLERS.

Julius Kessler & Co....Hunter Bldg., Chicago, Ill.

Wm. Lanahan & Son.....Baltimore, Maryland

Hiram Walker & Sons.....Walkerville, Canada

E. H. Taylor Jr. & Sons.....Louisville, Ky.

Western Grain & Sugar Products Co.....  
.....110 Sutter St., San Francisco, Cal.

Kirby Distilling Co.....Fowler, Cal.

Bernheim Distilling Co.....Louisville, Ky.

## MISCELLANEOUS.

### INTERNAL REVENUE BROKERS.

F. E. Mayhew & Co.....  
.....510 Battery St., San Francisco, Cal.

### WINE PRESSES, CRUSHERS, ETC.

A. Rossi & Co..322 Broadway, San Francisco, Cal.

Toulouse & Delorieux Co.....  
.....405 Sixth St., San Francisco, Cal.

BILLIARD AND POOL TABLES, BOX FIXTURES  
Brunswick-Balke-Collender Co.....  
.....767-771 Mission St., San Francisco, Cal.

### WINE AND BREWERS' HOSE, ETC.

Goodyear Rubber Co.....  
.....589 Market St., San Francisco, Cal.

Gorham-Revere Rubber Co.....  
.....50-60 Fremont St., San Francisco, Cal.

## SURETIES.

U. S. Fidelity & Guaranty Co.....  
.....Nevada Bank Bldg., San Francisco, Cal.

### WINE AND WATER PUMPS, ETC.

W. T. Garratt & Co.....  
.....299 Fremont St., San Francisco, Cal.

Woodin & Little..33-41 Fremont St., San Francisco

Simonds Machinery Co.....  
.....12-14 Natoma St., San Francisco, Cal.

### BOTTLE WRAPPERS, ETC.

Zellerbach Paper Co.....  
.....Battery and Jackson Sts., San Francisco, Cal.

## BITTERS.

Lash Bitters Co.....  
.....1721 Mission St., San Francisco, Cal.

L. Gandolfi & Co.....  
.....427-31 West Broadway, New York

## Review Buyers' Directory, Continued

## CIGARS.

Boltz, Clymer & Co.....  
.....312 Clay St., San Francisco, Cal.

S. Bachman & Co.....  
Commercial & Front Sts., San Francisco, Cal.

## RETAILERS AND CAFES.

The Yellowstone .....  
.....22 Montgomery St., San Francisco, Cal.

Thos. J. Walsh & Co.....  
.....346 Pine St., San Francisco, Cal.

Jas. P. Dunne...1 Stockton St., San Francisco, Cal.

Chronicle Bar....6 Kearny St., San Francisco, Cal.

The Waldorf...648 Market St., San Francisco, Cal.

"Jellison's".....10 Third St., San Francisco, Cal.

Lake County House.....Middletown, Cal.

Matt Grimm's .....  
.....130 Liedesdorf St., San Francisco, Cal.

Bank Exchange .....  
Mont'y and Wash'ton Sts., San Francisco, Cal.

"The Cabin" .....  
.....105 Montgomery St., San Francisco, Cal.

Market Cafe...540 Merchant St., San Francisco, Cal.

James Raggi .....  
.....624 Montgomery St., San Francisco, Cal.

The Cutter ...709 Market St., San Francisco, Cal.

The Hoffman Cafe Co.....  
.....27 Second St., San Francisco, Cal.

W. F. Roeder's Cafe.....  
.....834 Market St., San Francisco, Cal.

Original Coppa's Restaurant .....  
453 Pine St., San Francisco, Cal.

Davis Buffet...272 Market St., San Francisco, Cal.

## FERTILIZERS.

Pacific Guano & Fertilizer Co.....  
Alaska Commercial Bldg., San Francisco, Cal.

Pacific Bone Coal & Fertilizing Co.....  
....617-619 Seventh St., San Francisco, Cal.

# Second Edition

# Internal Revenue Law

# and the Retailer

**\$1.00 per copy, or given as a  
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and Spirit Review.**

**The Paper for ONE year and  
the BOOK for \$2.00**

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**Pacific Wine and Spirit Review**

**127 Montgomery Street**

**SAN FRANCISCO**

# Retraction and Apology

---

Some time ago we advertised a certain Canadian Whisky, (which was not CANADIAN CLUB), in the following terms:

"The only Canadian Whisky that was not seized by the  
"United States Government for containing injurious  
"ingredients at the time the Pure Food Law took effect."

Thereupon Messrs. Hiram Walker & Sons, Limited, the proprietors of

## CANADIAN CLUB WHISKY

instituted a suit for libel against us, which action, at our request, they have consented to discontinue upon our publishing a satisfactory Retraction and Apology. We, therefore, now state that we have no reason whatever to believe that CANADIAN CLUB WHISKY was ever seized for containing injurious ingredients; nor that it ever did contain injurious ingredients; and we apologize for the undeserved reflection cast upon the product of Messrs. Hiram Walker & Sons, Limited

**JULIUS LEVIN COMPANY, Inc.**

By W. M. LEVIN, Vice President

San Francisco, June 14th, 1912.

**CELLARS AND VINEYARDS** at Icaria, Healdsburg, Cloverdale, and Madrone, Sonoma County  
and at Rutherford and St. Helena, Napa County, California

# French-American Wine Co.

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PRODUCERS, GROWERS, DISTILLERS AND WHOLESALE DEALERS IN

## CALIFORNIA WINES AND BRANDIES

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We guarantee our product to be produced entirely from fresh California Blackberries fortified with pure brandy. - - -

We will be pleased to submit samples and quotations upon request. - - - - -

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Gold Medal Pan-American Exposition, Buffalo, 1901  
Gold Medal Louisiana Purchase Exposition, 1904  
Gold Medal Lewis & Clark Exposition,  
Portland, Oregon, 1905  
Gold Medal Jamestown, Va. Exposition, 1907  
Gold Medal Alaska-Yukon Exposition, 1909



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an all-rail way and you will  
enjoy the soothing restfulness  
of the trip Attendants who  
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### EXCELLENT CUISINE

Rates include berths and meals

First class rail to New Orleans and first cabin  
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Orleans to New York . . . . . 65.75

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This rate good on many days in June, July,  
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# NATIONAL BEER

Brewed and Bottled at the Brewery

In the Last Glass as in the First, the Delightful Taste never varies



Made Pure — it  
Stays Pure

For Fifty Years "The Best in the West" has been the Popular Home Beer.

THE FIRST LAGER

BREWED

IN SAN FRANCISCO.

*National Brewing Co.*  
cor. Fulton and Webster Sts. San Francisco.

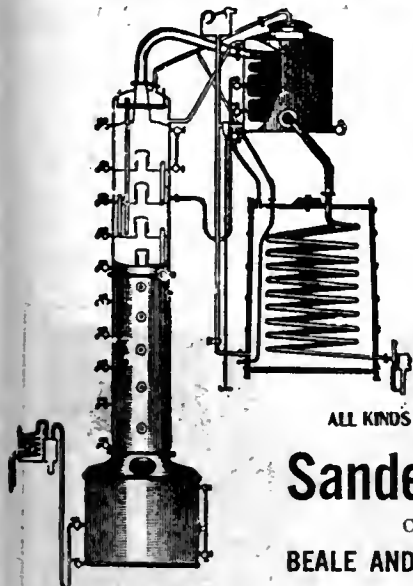
PHONES—PACIFIC, PARK 33 AND MARKET 3111; HOME S 3261

PALE AND DARK LAGER

(MUENCHENER STYLE)

IN DARK BOTTLES

## IMPORTANT TO DISTILLERS AND WINE MAKERS.



The accompanying cut illustrates our ORIGINAL CONTINUOUS STILL, which we have improved each season until it has reached its present perfection.

This STILL, which has always received our special attention and study, has been of material assistance in securing for California sweet wines and brandies the high rank in the world which they hold today.

We manufacture not only high-class STILLS, but also Copper and Brass Work of all descriptions for wineries, distilleries, breweries, etc.

Our Pasteurizers and Wine Filters enjoy the same high standard of popularity as our STILLS.

REFERENCES:—All successful sweet wine and brandy producers of California.

ALL KINDS OF COPPER WORK DONE AT SHORT NOTICE.

**Sanders Copper Works**

CARL SCHALITZ, Pres. and Mgr.

BEALE AND HOWARD STS. SAN FRANCISCO

Southern California Branch:

649 North Main St.

Los Angeles, Cal.

PAT'D SEPT 29, 1891



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SAN FRANCISCO

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**RAINIER  
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Homelike, plenty of life.  
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Opposite Post Office  
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✂ PRODUCERS OF ✂

## SWEET WINES AND BRANDIES

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California Wines and  
Brandies



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Storage Cellar

The Ageing of  
Fine Wine



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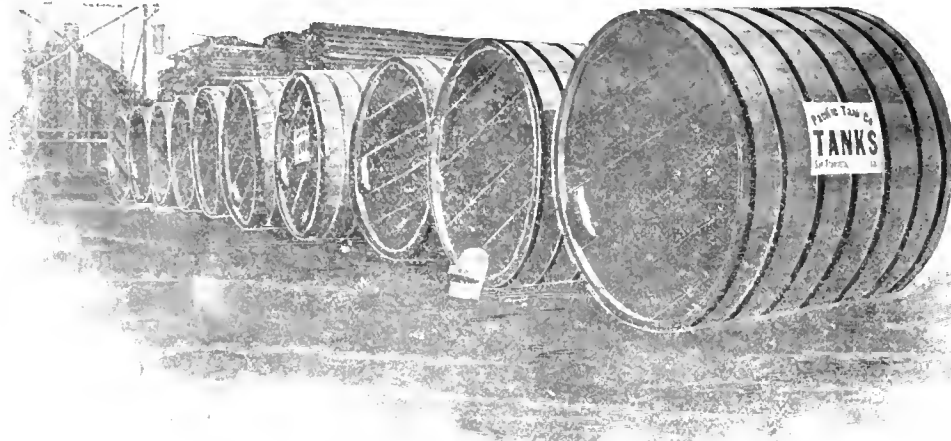
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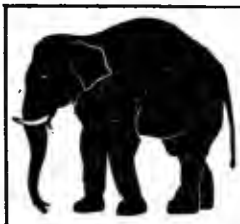
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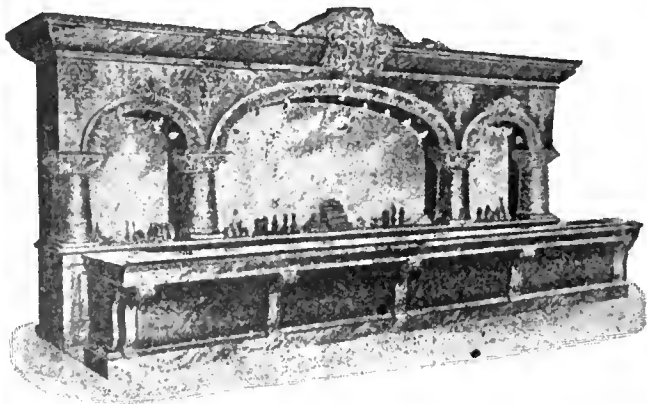
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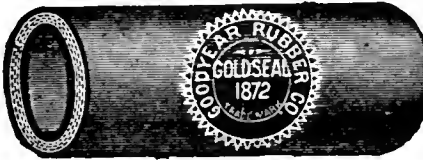
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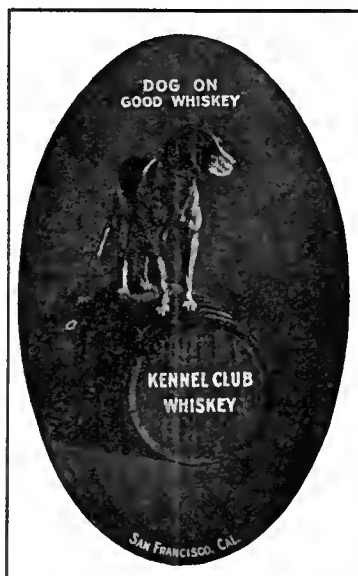
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Issued Monthly

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E. F. WOOD, - - - - SECRETARY

OFFICE: 127 MONTGOMERY STREET, SAN FRANCISCO.

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The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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## The "Dry" Commercial Club

THE San Francisco *Commercial News* declares that a prominent business man of San Francisco was invited the other day to join "The Commercial Club," located on the top story of the Merchants' Exchange Building. But as he is a tee-totaler, he declined, saying his idea of clubs was that they were places where there was "a lot of drinking going on."

To assure this "dry" business man that he was mistaken, he was taken to the Commercial Club for lunch one day and there he found "the bar empty except for the bartender," and when he looked about the dining room "there was not a bottle to be seen on any of the tables at which more than three hundred leading business men were dining."

Naturally this "dry" business man was delighted, especially since San Francisco, "the so-called Paris of America," has the name of being a wide-open town." Apparently the San Francisco *Commercial News* also believes in tee-totalism, for it jubilantly remarks: "It is doubtful whether so good a record could be found in any city of the United States for sobriety and consequently close application and attention to business; so we have good cause to congratulate ourselves."

In the first place, we would suggest that that useless bartender be discharged at once, and the barroom be turned into a parlor where tea, lemon pop and soda water only may be served.

As for the dining room, why would it not be well for the Commercial Club to ornament its walls with signs something like this.

Beware of California Wines. They are intoxicating.

The use of California Beverages is considered Bad Form in this Club.

We do not Believe in Encouraging Home Products.

California Wines are all Right for Eastern Consumers, but they are Unfit for the Members of the Commercial Club.

The Only Way we can Maintain our Reputation for Sobriety is by Avoiding California Wines.

Our Wine List is Merely for Ornamental Purposes.

We are sure if such official statements were prominently displayed about the walls of the dining room of the Commercial Club, that Eastern guests would be greatly impressed and every follower of the Anti-Saloon League would promptly be clamoring for admittance.

We are not acquainted with the Membership Committee of the Commercial Club, but they are doubtless glad to get new ideas. If they give this plan a trial, they may be able to cover themselves with glory and incidentally help to wipe out one of California's greatest assets, our \$100,000,000 viticultural industry.

## Wining the F. O. E.

THE Fraternal Order of Eagles had ample opportunity to familiarize themselves with California wines during their recent convention in San Francisco, for the winemakers were most generous in contributing hundreds of cases for sampling purposes.

Among those who helped out the great barbecue at the beach were the California Wine Association, Italian-Swiss Colony, Lachman & Jacobi, D. Arthur Lachman, French-American Wine Company and Inglenook Vineyard Co.

The wine used at the big banquet on Thursday evening, August 24th, at Scottish Rite Hall, included the Napa & Sonoma Wine Company's Riesling and a red wine provided by William Goldman of the Eagle Vineyard.

The Italian-Swiss Colony secured some excellent publicity during the week. In addition to their artistic displays at the headquarters of the different counties, where are located their notable wineries and vineyards, they scored a real hit with a window that was a distinctly new and original advertisement. It seems that Sam Berger, the Market street haberdasher, received a large supply of ruby colored neckties which he was anxious to feature. Some one pointed out that they were just the color of the Colony's famous table wine, Tipo Red, and it was suggested that if they were displayed with bottles of ruby Tipo, they would attract the attention not only of visiting Eagles, but people familiar with the popular Tipo wine.

The wisdom of this suggestion was evidenced by the thousands who stopped each day to gaze at the nobby Tipo Red neckties that ornamented unique Italian basket bottles, for in addition to the regular Tipo packages, there were odd looking bottles with necks a yard long, others only a few inches high, and still others resembling teapots.

I heard a lady remark to her husband: "Do you think they would give us one of those bottles if you bought a tie?"

To which he promptly replied, "Come on in and we will find out."

I'm afraid the lady was disappointed, but evidently she had set her heart on possessing one of those bottles as an ornament and as they are for sale everywhere she was doubtless promptly informed that she would have no difficulty in securing one at any grocery store.

The Solano and Sacramento Eagles made a great mistake in selecting the Palace Hotel for their headquarters, for it was too far from the convention hall and the Eastern visitors had little use for the style and elegance of our principal downtown caravansary. It is a pity the pretentious Sacramento County exhibit was wasted on the desert air, for it was perhaps the most artistic and comprehensive of any of the county exhibits. The jars of processed fruit, the wealth of fresh fruit, the beautiful clusters of grapes, the festoon of heavily laden hops and the liberal sprinkling of mineral waters, different brews of beer and a variety of Cordova wines made a particularly effective showing.

The Fresno Eagles were more fortunate in selecting for their temporary nest the lobby of the Goodfriend Hotel, which was always crowded with Eagles anxious to taste the fine wines of that favored section. The California Wineries & Distilleries provided half a dozen sweet wines, A. Mattei, a 52-gallon barrel of sherry, and H. Granz a similar quantity of port, while the Italian-Swiss Colony, in addition to a pretty pyramid display, enabled the Fresno delegation to serve some choice dry wines.

One evening, while serving liquid sunshine, one of the Fresno boosters said to the wife of a Kansas City Eagle: "Before you go home, take a run down to Fresno, you'll like our town."

"It's too hot," she answered; "we left Missouri to escape the heat."

"Course it's hot," retorted the jolly Fresno Eagle. "If it were not, we wouldn't be giving away these grand grapes and raisins, and this fine port and sherry. "You don't get them in Missouri," and turning to a precocious booster who stood near by, he called out, "Bill, what's the finest city in the world?"

"Fresno," cried the bright little lad, his eyes twinkling with pride.

"How do *you* know?" he was asked.

"Cause I live there," came the convincing statement that made every one smile good naturedly.

"Very well, visitors, let's drink a toast to Fresno," suggested the hospitable Fresno host. No one could refuse such an invitation and so a dozen glasses were raised and drained, while the men looked longingly for a second toast and the women smacked their lips, pronouncing it "fine."

Before I left a half dozen toasts were drunk to Kansas City, to San Francisco, to the 1915 Exposition and to the Grand F. O. E.

Napa County's exhibit in the Hotel Tallac was notable principally for the miniature bottles of wine given out with lavish prodigality to everyone. On the tiny labels, bearing the "compliments of the Napa Aerie 161, F. O. E.," I noticed the names of such well known wine makers as G. de Latour, Theodore Gier, To-Kalon Vineyard Company, F. Salmina & Co., and Lombardi Wine Co. I also had the pleasure of tasting some excellent punch which was liberally flavored with Bismarck Bruck's popular grape juice.

The Contra Costa County Aerie of Eagles, which displayed the county's resources in the parlors and dining room of the Hotel Von Dorn, showed great discretion in holding its gifts for the visiting Eagles until they were about to leave the metropolis. Then 1250 baskets, filled with our choice Contra Costa fruits and wines were given to as many Eastern Eagles as a fitting farewell remembrance of the Eagles' 1911 convention. The California Wine Association and the Italian-Swiss Colony donated the 1250 split bottles of wine and the Colton Winery provided sixteen cases of quarts and pints to be served at headquarters to all who desired to sample Contra Costa's fine vintages. Those with prohibition tendencies were given some of Contra Costa's soda water, cider or delicious grape juice donated by John Swett & Son.

The San Joaquin, Santa Clara and Sonoma County Aeries all offered wine to their guests, who certainly had a fine chance not only to sample our California wines themselves, but to take countless souvenir packages away with them to the folks at home. There is no question but what this method of advertising will bring us results, for every visitor has at least learned that we produce superior wines and no doubt on some occasion will make an effort to secure them in their own cities outside our State.

### Found It Impossible

THE Philadelphia Record is a paper not given to extravagant statements. It usually thinks well before it says anything editorially. So this editorial paragraph can be taken as no hasty utterance:

"After trying prohibition for two years, Montgomery, Ala., has gone 'wet' by a vote of 2,500 to 2,600. It is impossible to attribute so striking a result to sinister influence. The only inference warranted is that Montgomery has found prohibition impossible and has decided to go back to the high license plan of regulating a traffic which cannot be suppressed."

# LOS ANGELES DEPARTMENT

**L**OS ANGELES, Aug. 20.—It is understood that the Legislative wisdom of Los Angeles is considered a shining light in Ogden and Salt Lake City, and as the law governing the liquor traffic in those cities is about to be framed after the model of the Los Angeles ordinance, it is well that their attention should be called to the provision, by which it is possible to make communities, which have voted in favor of license, "dry" against their will.

Chief of Police Sebastian has turned over to the city law department a question, somewhat difficult to answer, viz: "When is a meal not a meal?" The subject has been injected into the liquor ordinance by that section governing restaurants, which declares that spirituous, vinous, malt or mixed intoxicating liquors can be served or given away to be consumed on the premises with bona fide meals only, which meals shall not be a subterfuge merely to obtain intoxicating liquors.

What is one man's meal would often prove another man's poison. Naturally the would-be funny men of the local press have taken advantage of the situation and have earned meals by their varied attempts to answer the absorbing question. One representative business man lunches on a couple of crackers and a glass of sherry, while another hunders for a rare steak and pint of claret. Between the two there are endless variations, and I believe that Assistant Prosecutor Gardner is correct when he defines a meal as that amount of food which a person wishes to eat. The police, however, want to know if a sandwich is a meal or "a subterfuge merely to obtain intoxicating liquors."

All this trouble has arisen because Al. Levy, who keeps a cafe bearing his name, sells liquor together with a "sandwich and an olive," and upon the answer to the question may depend the forfeiture of his license.

F. O. Johnson, proprietor of the Westminster Hotel, has been granted a table license, and can now serve liquors with meals in the new hotel cafe. This is on the Main street side, and occupies what was formerly the hotel parlor and billiard room.

It would seem down south that the incorporation fever is abroad. Active steps are being taken to incorporate Needles and Barstow, and the press of the desert cities has now taken the matter up, and is agitating it strongly. The liquor interests are said to be behind the movement at Needles, as they desire to keep their licenses should the prohibs carry the first district at the next election. The people also desire to control their own streets and highways, together with sewer facilities and other improvements, as they should.

At Colton those citizens who believe in the water wagon as the proper means of progression, are real mad with the result of the recent election, and talk about recalling the city trustees on the ground that before election they were pledged to issue no liquor licenses. It is said that a large number of wet votes were cast in the belief that the city would be spared the voting of bonds for street improvements, if saloons were allowed to come in, the revenue from these being used to improve the streets. It was also found necessary to raise \$25,687.60 for the city's expenses during the fiscal year. There is \$1,352,000 worth of property in Colton that taxes can be levied on. Of the amount to be raised \$10,990 will be applied on the bonded indebtedness. Under the circumstances the majority of citizens believed it wise to drop off the water wagon and by licensing properly regulated liquor traffic add very considerably to the city revenues. A liquor ordinance is being prepared by which licenses

will be issued from month to month, table license \$50 per month, wholesale license \$75 and saloon license \$150.

The liquor business must pay well in San Diego, for I notice that the Eintract bar was recently sold by Peter Becker and N. C. Stonesifer to Carl Wachof, of the Coronado Hotel, and some Los Angeles capitalists for \$17,000.

The Board of Trustees of Redondo Beach have granted licenses for four saloons and one wholesale liquor establishment, in spite of a determined kick on the part of the prohibs. The firms are as follows: Langer & Co., J. S. Schindler, Edmonds & Mayfield, M. Mayer and L. J. Baumbach.

Globe, Arizona, has a new liquor ordinance, under the terms of which the number of licenses are limited to fifteen. This does not mean that all saloons above that number are compelled to go out of business. The intent is that all saloons now in business may continue as long as they pay their license, and are not closed by court or other orders. But when the number of saloon licenses is finally reduced to fifteen then no more licenses will be issued.

I learn that the Pabst Brewing Company is about to erect a mammoth cold storage plant in Phoenix, Arizona. A representative of the Pabst people is now on the ground making the necessary arrangements preliminary to the location of the plant.

On August 7th Ventura went wet by a small margin, the vote being 337 to 322 in favor of license. The town has been dry for the past three years, and its discarding prohibition after so long a trial, shows that the citizens were not satisfied with its workings. It is said that during the dry era there were nineteen blind pigs in the town and the sale of liquor was enormous. Hundreds were in the habit of journeying to Oxnard every day, returning with grips full of liquor, with the result that those inclined to drink at all always drank more than they would otherwise have done. The action of the Ventura people shows what they think of a dry town.

H. Underberg-Albrecht of Rheinberg, Germany, member of the Prussian Parliament and a distiller of international repute, recently visited Los Angeles. He was accompanied by Mr. and Mrs. Eugene J. Cantin of New York, and Gesh Nuhnen, his secretary. Mr. Underberg-Albrecht is on a tour of the United States to study business methods. It is his first visit.

## America Ranks Low in Beer Consumption

**L**ONDON, July 22, 1911.—The English revenue department has been investigating the capacity for drink possessed by the people of the various countries, from which it has been able to get statistics and it finds a number of quite interesting things.

Germany, for instance, is not the greatest beer-drinking country in the world, as might have been expected. Belgium holds the record, with 46 gallons per capita per annum, to Germany's 22 gallons. Bavaria, however, taken separately from the rest of Germany, beats even Belgium, with 50.6 gallons. As a whole, Germany is not even second on the list. Englishmen drink 26.2 gallons apiece. The United States record is only 16.5 gallons, or less than either Belgium, England, Germany or Denmark.

As drinkers of spirits, Americans rank after Denmark, Germany, Holland, Austria and France, being tied with Sweden at 1.14 gallons apiece. As wine drinkers the French lead the world, with 34.5 gallons.



## Grape Crop of 1911 will be Sufficient to Meet Demands



These Reports are to August 20, 1911

### ALAMEDA COUNTY.

C. H. Wentz, Livermore: Where vines are healthy the vineyards are in fine condition. Damage by frost and mildew is about twenty-five per cent. The crop prospect at the present time is twenty per cent less than last year, but conditions may change for better or worse. Wine remaining in cellar is twenty-five per cent less than last year. Phylloxera is increasing, but not as fast in this district as in others. There have been two hundred acres of vines planted this season.

Grau & Werner, Irvington: Condition of vineyards in this section fair. There was but slight damage by frost in this locality. Crop conditions are not as good as at this time last year. We have the same quantity of wine in the cellar as at this time in 1910. Phylloxera is not making any progress. No new vines planted this year.

A. Duvall, Livermore: Splendid vegetation this year and vineyard looks well. Weather cool; warm weather wanted for maturing. Damage by frost about one-third, but the wood for next year's pruning is in good condition. All wine has been sold. Am still fighting phylloxera, uprooting bad vines and not replanting.

### SOUTHERN CALIFORNIA.

A. York & Sons, Templeton: Vineyards in this section are looking tolerably well, although not as thrifty as last year. There was no great damage by frost except in a few low places. Crop will be lighter than last year. A little more wine on hand than last year. Phylloxera is working slowly and there is some mildew. We have not planted any new vines this year.

Sierra Madre Vintage Co., Lamanda: Vineyards in good condition. No damage by frost and as yet no serious damage by sunburn. Crop will be smaller than last year. No phylloxera and no serious other diseases. No new vines planted this year.

Jacob Rudel, San Gabriel: Condition of vineyards in this section very satisfactory. No damage by frost, mildew or sunburn. Crop prospects as compared with last year, not so good. No progress by phylloxera. No new acreage.

C. O. Rust, Anaheim: Vineyards in this section are in good condition. No damage by frost or sunburn. Crop prospects are about the same as last year at this season. Same amount of wine in the cellar as last year. No phylloxera but possibly a little scattered mildew. No new vines planted this year.

Italian Vineyard Co., Los Angeles: Vineyard in good condition; no damage by frost or sunburn. Crop prospects the same as last year. Very little wine left in the cellars. No progress made by phylloxera or other diseases. No new vines planted this season.

### SANTA CLARA COUNTY.

John A. Corotto, San Jose: Vineyards this year show good and vigorous growth. No frost or mildew but slight damage by sunburn. Prospect about the same as last year. About the same amount of wine on hand as last year. Phylloxera has made very little progress. I know of fifty acres of new vines planted this year.

P. F. Lint, Los Gatos: Vines in this section are looking very fine this year. There has been no damage by frost, mildew or

sunburn. Crop conditions about the same as last year. I think all cellars are well cleaned up. Phylloxera is still showing in places but not very much. No new vines planted.

Paul Masson, San Jose: Condition of vineyards in this section good. There was some damage by frost. Crop prospects are fifteen per cent less than last year. Most of the cellars are empty. Phylloxera is steadily progressing. No new acreage this year.

P. Prudhomme, San Jose: There has been a very large growth in the vineyards this year. About twenty per cent damage by frost in the low lands. Crop will be a little short of last year. All our wine has been sold. No phylloxera or other diseases. Have planted about ten acres this season.

E. E. Meyer, Wrights: Vineyards in this section are in good conditions; young vines are especially healthy. No damage by frost or sunburn. Prospects about the same as last year, but there is great danger of the Fall rains ruining the crop. About 25,000 gallons of 1910 wines remain in our cellars. Phylloxera and other diseases have made no progress in this locality. About ten acres of new vines have been planted.

### SONOMA COUNTY.

A. M. Gaye, Sebastopol: Vines are now in good condition, but we can see the damage done by the prolonged cold spell during the last Spring. We will have half a crop this year, but a vineyard here and there will have an average crop. Very little wine remains in the cellar. Little progress is being made by phylloxera. Small acreage has been planted this year.

W. D. Sink, Cloverdale: Vineyards have had the best of care and look well. No damage by frost and very little by sunburn. Crop will not be over two-thirds of last year. Not as much wine in the cellars as last year. Phylloxera is still progressing and will continue until all the old wines are gone. Not over a hundred acres planted this year.

T. L. Orr, Grafton, Occidental: Zinfandels less than average, other varieties about half crop. Cold weather caused many bunches to drop half the grapes. Occidental crop about the same as last year. Grafton district one-quarter less than last year. Considerable less wines in cellars than last year. No new acreage about Grafton and around Occidental and Sebastopol, old and weak vines are being pulled up and Gravenstein apples planted.

### NAPA COUNTY.

Inglenook Vineyard, Rutherford: Condition of vineyards very good. Very little damage by frost. Crop about the same as last year. Little less wine in cellar than last year and all old wines. No progress made by phylloxera. Five acres of new vines planted.

Chas. Krug Winery, St. Helena: Vineyards look better than they have for some years. Damage by frost about twenty-five per cent of the normal crop. Prospects are three-quarters of last year's crop. Fifty per cent less wine in cellars than last year. Vines are all on resistant stock. Very few new vines planted in the last two years.

Henry Anderson, Oakville: Vineyards in good condition but about two weeks slow in ripening. About twenty per cent damage by frost. Crop about the same as last year. Considerable less wine in cellar than last year. Very little progress by phylloxera. About twenty acres planted this season.



Theo. Gier, Oakland, Napa, Livermore and St. Helena: Vineyards in fairly good condition. Some mildew at Livermore and St. Helena. Damage by frost at Napa, St. Helena and Livermore from ten to twenty per cent. A seventy-five per cent average in all three places. Cellars are about empty this year. Last year one-third was left. Phylloxera is making rapid progress in Livermore Valley. Planted about one hundred acres in Livermore.

A. H. Crossman, Napa: Vineyard in very good condition. Much damage by frost. Crop prospects much less than last year. No wine in cellar. No progress by phylloxera. No new acreage.

George Da Latour, Rutherford: Our vineyards are in good condition but some vineyards have mildew. We believe frost did about twenty-five per cent damage and coulure about the same. Crop will be about fifty per cent of last year. Very little wine remains in the cellars here. Vinefera are dying very fast but vines grafted to resistant stock look very thrifty. About fifty acres of new vines have been planted this season.

#### SAN JOAQUIN, SACRAMENTO AND OTHER COUNTIES.

W. C. Brown, Lodi: Condition of vineyards very good, damage by frost will be about fifteen per cent. There will be about one-third crop of Black Prince, Tokays good, and wine grapes about the same as last year. No progress made by phylloxera. No new acreage.

The Barton Vineyard Co., Ltd., Fresno: Growth and foliage have generally been good but considerable damage by frost. Some sunburn and mildew. Crop uneven. Good where not frozen, but greater part of district suffered heavily from frost. About the same amount of wine in cellars as at this time last year. Phylloxera spreading. "Small leaf" very noticeable in many places among all ages and varieties of vines. New planting not large.

San Benito Vineyards Co., Hollister: Condition of vineyards very fine. No damage of any kind. Berries are smaller this year but an increase in bunches. As much wine in cellars as at this time last year. No disease of any kind, except a few patches of mildew. Three sulphurings have been made. Ten acres in new vines this year.

Sacramento Valley Winery, Sacramento: An excellent crop this year. No damage to speak of. Crop prospects better than last year. About the same amount of wine in cellars. Phylloxera is gradually destroying some of the older vineyards. Very few new acres planted.

Wm. Hamon, Manager Placer County Winery Co., Roseville: Vineyards in good condition. Very little damage by frost and none by sunburn. Crop will be about the same as last year. Three times as much wine in cellars as compared with last year. No progress by phylloxera and no new acreage.

H. M. La Rue & Sons, Davis: Vineyards in excellent condition. Damage by frost from ten to twenty-five per cent. Yield about the same as last year. Steady inroads by phylloxera but not rapid. Practically no new planting.

L. R. Rogers, Las Palmas: Crop short from thirty to forty per cent. Crushing last year began August 15th. This year owing to frost and unusual cool late weather, grapes are not now making sugar. Season is now late and will be later, but with some warm weather soon, quality will be high. Crushing will probably start about September 5th.

C. J. Wetmore of the Wetmore-Bowen Company, reports that the Livermore Valley vineyards have suffered considerably from mildew and coulure, nevertheless he believes that there will be a fair average crop. Owing to the cool weather he states that the grapes will be from three weeks to a month late in ripening, in which case it is possible, although not probable, that rain may interfere with the vintage.

William Hamon, superintendent of the Placer County Winery Company, states that the prospects for a good and large grape crop in the vicinity of Roseville this year are promising. Unless warm weather continues, the crop will be two weeks late. The association growers will receive the contract price of \$15 per ton. There are a total of approximately 3000 acres in this section. The winery will open late in September.

Jacob Koher, Ben Lomond: Conditions of vineyards here very good, with no damage by frost or sunburn. About same crop as last year. There is less wine in cellars than last year at this time. No diseases of any kind; no grapes planted this year.

### Prices For Grape Crop

AS the REVIEW goes to press the following is the situation to date as to prices of grapes for winemaking in the districts mentioned. The announcement from San Jose as to dry wine grapes, will doubtless lead to fixing prices in other dry wine districts:

#### PRICES AT STOCKTON.

Stockton, August 30.—Following considerable controversy over the prices to be paid for wine grapes this season, George West & Son, through Manager Louis S. Wetmore, today announced that while no price had as yet been positively fixed, it had been decided that not less than \$9 per ton would be paid. It is also possible that a bonus of \$1 per ton will be paid to those who sell the firm their entire crop.

Wetmore admitted the Wests were trying to make the independents make the first move, and said:

"As far as Fresno county is concerned, we are not in the market there at all. Of course, if grapes are brought to us for the price paid by the Fresno wineries we will take them, probably. But we have a great deal of wine on hand, and will doubtless be able to get in San Joaquin county all the grapes we will need this season."

#### GROWERS NAME THEIR FIGURES AT SAN JOSE.

San Jose, August 30.—The Grape Growers' Association of Santa Clara County has agreed to a market price for its product this season. The common or ordinary wine grapes will be sold at \$18 a ton, while those of the finer kinds will range in price up to \$24 a ton. The meeting was attended by sixty members, all prominent men in the grape and wine business.

The consensus of opinion showed that there is a decrease of 10 to 25 per cent in the crop, as against that of last year. Many favored the price of \$20 per ton for common grapes for many reasons, but the lower rate was finally decided on.

P. C. Rossi, president of the Italian-Swiss Colony, in regard to the prices of wine grapes, said that so far as he knew no prices had yet been determined upon. As far as the Italian-Swiss Colony was concerned it was prepared to pay as much for grapes as its competitors, but had no intention of taking the onus upon itself of fixing prices. As far as sweet wines were concerned he believed the price would be \$10 a ton or thereabouts, as he was informed that George West & Son and others had offered that price. As to dry wine grapes he knew of no prices quoted yet. As to the general crop outlook, he believed that taken all through, in spite of mildew and coulure, it would prove a fair average crop, "not so big as to prove unwieldly, but sufficiently plentiful to go 'round and supply present wants."



# SEATTLE AND NORTHWEST NEWS



SEATTLE, AUGUST 20, 1911:—Samuel Hyde reports that the sale of Californian wines has been picking up during the last three months, many hotels and private houses calling for the Californian brands in preference to all others.

The new steamer, Nasqually, which runs from Tacoma to Olympia, is equipped with a splendid bar. It proves popular on the beautiful voyages across the Sound.

The Saengerfest crowds during the week of August 18th enjoyed the Californian brands of wines. It was a somewhat unusual sight here to see the sturdy Germans and their women folk drinking in cafes of a high class. The Angelus, conducted by Germans, was a popular resort during the exercises of the singers.

Madame Pasquali, who sang in Seattle during the Saengerfest, was honored by the Press Club on the night of August 17, Ladies' Night. She sang many songs, as did Herr Frederick Hesse, the German court singer and favorite of Emperor William. After the formal part of the programme the ladies were escorted to the bar, the men being driven out. Madame Pasquali sprang a surprise by singing the Japanese National anthem, much to the surprise of the Japanese cleaners and bar-boys. The Press Club is Seattle's real bohemia.

Manager Hermann, of the College Inn, has opened a saloon above the Inn and just around the corner, next door to the Lotus saloon, which is owned by his brother-in-law.

The Goldie-Kleinert people are still getting large quantities of Californian wines, which they say are proving popular with naval officers.

Editor James, who sold the Royal Arch Journal to Bobbly Boyce last month, still conducts his saloon, but he is largely in the oil business and is likely to retire from the liquor trade at an early date.

Colonel Alden J. Blethen, of the *Times*, was a conspicuous figure during the meeting of a number of printers here last month. They were on their way to San Francisco to the convention. During some "wet" stunts at a banquet the Colonel was toasted as the friend of liberal laws and fair treatment of employees. The saloon men here have always found the Colonel a strong foe of narrow laws. He is said, however, to be the most generous man anybody ever worked for. So far as that is concerned, one in trouble need not apply to him for help. He ferrets out the trouble and is "there" with his aid. Recently he sent \$50 to the widow of a liquor trade journal's editor, the editor having died in sore financial straits. Singularly, the Colonel's rival in the newspaper field, although the liquor editor was also engaged on the sheet, has not yet tried to discover how he left his affairs when he passed away. So whenever the Colonel appears at a gathering of good fellows, Saengerfesters and others, he is cheered because he is loved.

"Jim" Morrison, former president of the Washington State Liquor League, is one of the most fertile thinkers of any of the saloon men in this part of the country. He has a library on subjects pertaining to the trade, and he is prepared to answer the arguments of the narrow heads. His saloon has been sold to J. J. Ferguson and "Jim" is taking the world easy.

At last they are trying to recall Dilling, the mayor of anti-ideas. The recall will probably fail, but Dilling has found that all is not easy sailing in his office. Three policemen have been murdered in cold blood and all sorts of holdups and brutal crimes have flourished since he became mayor. Of course he is not responsible for this crime wave, but he was elected on the special argument that such crime as existed when the town was open was due to Gill. Then how about the greater number of crimes committed under him?

"Pop" Martin, late of the Brown-Powell Company and formerly of Bellingham, insists that his old friends now confess that the town that went dry and killed itself by so doing now wants more chance to show that they will listen to reason. Business is very dull on account of the no saloon policy.

The Rev. Herbert H. Gowen is one of the broad-gauged ministers of Seattle and the entire Northwest. At a recent dinner to Colonel Alden J. Blethen, who opposes the narrower men of the cloth, Mr. Gowen had the courage to be one of the speakers who paid the tribute of a good word to the editor now under indictment by reason of the pernicious activity of the narrow ones in this community.

Signor Delphine, who hunted all over Seattle to find a real good Italian dinner, was surprised to come upon an Italian resort under the name "Blanchard's Cafe." This is a saloon on First Avenue and Blanchard. It reminds one, in a way, of Ed. Rendel's and Pete's Market Cafe, in San Francisco. With one or two such exceptions there is really not a chance for anything in this line in Seattle.

There is much talk about the Exposition these days and it is almost certain that a good amount of live money will soon begin to find its way into the city by the Golden Gate. Secretary C. B. Yandell, of the Chamber of Commerce, says the Exposition will help Seattle and the Northwest as well as the cities of California. He is in close touch with the situation. It is noticed that a number of French and Italian people are preparing to stake their fortunes in San Francisco.

## Consumption of Whisky and Beer on Increase

New York, July 7.—No less than 63,000,000 barrels of beer were sold in the United States during the twelve months ending June 30 last, an increase over previous twelve months of 6.21 per cent, according to the annual report of the United States Brewers' Association.

Notwithstanding the increase which the report contends indicates prosperity, the spread of prohibition has affected the trade considerably, it is declared.

The whisky bill of the United States for the year, according to the report, is \$146,983,000, an increase of nearly \$8,000,000, or 5.66 per cent over the preceding twelve months.

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### At the State Fair

TWO cars of exhibits have arrived at the State Fair from Los Angeles. Mr. Charles L. Wilson of the Los Angeles Chamber of Commerce, is in charge of the exhibit, which is entirely new, and he is confident that it will surpass everything of the kind at the State Fair. The Los Angeles process of vegetable preserving is remarkable for its naturalness and beauty of the specimens. Besides the preserved fruits in glass, fruits and vegetables are shown in papier mache models, in exact size and shape and color of the originals. Fresh fruit will be shipped to the fair from the south daily.

#### RUSTLERS AT THE STATE FAIR.

The Stanley Wild West show at the State Fair will have a number of thrilling stunts that will exceed in their exciting character the performances of the circus. Manager Stanley writes that he has secured A1 bad bronchos which will give no end of trouble, and also husky bulls that will not submit tamely to the rope. The chase, capture, and riding of the wild horses will be another interesting show and there will be a spirited exhibit of lady riding also; a girl with a child in her arms, being pursued by robbers. The child (made of rags) is dropped, and miraculously saved by a cowboy who drives off the robbers.

#### AUTOMOBILE SPACE FILLED.

The scarcity of room for the automobile and motor-truck exhibits at the State Fair emphasizes the need for a special building for the vehicle exhibits. All the space under the big new grand stand is taken up and a number of entries have been turned down for lack of space. But for this difficulty the automobile show at the State Fair this year would have greatly exceeded any previous auto show anywhere on the coast. However, by a careful distribution of space there will be a good variety and altogether a very handsome exhibit. Nine gold medals are offered in this class and there will be plenty of competition.

#### SOMETHING ABOUT FIREWORKS.

"Pyrotechnic exhibitions have been very expensive," says W. H. Willson who has charge of the fireworks at the state fair, "but the cheapening of some of the chemicals used has made it possible to present work which could not have been shown a few years ago. The searchlight bomb has been a great favorite but it is only since magnesium has dropped from \$40.00 to \$8.50 a pound, that I have been able to show these in any great number. The assembling of each of my ten-break bombs takes three days work and the chemicals cost about \$15.00 for each one. I will show a number of these and also some new ones. The Butterfly shell, which flutters about in the air; the thunder and lightning shells, representing a thunder storm; the Niagara shell, showing a cataract; the Clown shell, which does an aerial comedy turn and a new Military Searchlight shell, which throws a dazzling light on the earth for nearly half a minute. We will also present a representation of a snow storm, the Aurora Borealis and a number of real moving picture shows never before seen in this part of the country." As the Willson company have made good at a number of great expositions there is no doubt that visitors to the State Fair will enjoy a magnificent spectacle every night of the fair.

#### A COW PARLOR AT THE STATE FAIR.

The aristocrats of the dairy will be honored at the state fair in roomy and airy barns, from which they will be conducted by white uniformed attendants to the milking parlor, a new concrete pavilion with stanchions for 72 cows. Here they will leisurely chew their balanced ration while the milking is going on, after which they will be taken back to the dormitory barns. The milking barn is well drained and scientifically ventilated, lighted by electricity and is a model in every respect of what a milking barn should be. The milking itself is a sanitary exhibit that should be studied by every dairyman. Near the

milking barn is the model dairy house with its separators, butter-making apparatus, refrigerator with seven ton ice capacity and laboratory for the testing of milk and cream, the examination of butter, etc. This building is of cement painted cream white, and is located at the north of the Manufacturers Building. It is beautifully lighted and will be used also as the lecture room of the Dairy department of the State Agricultural School at Davis. Lectures on dairy practice will be given daily by members of the Davis school staff.

### New Florida Pure Food Law

THE new pure food law of Florida, which is now going into effect, is attracting considerable attention and some of its provisions are of importance to the trade.

The following is a synopsis showing the new features of the law of interest to the liquor trade.

The general provisions with reference to drugs, confectionery, food, etc., are practically the same as the provisions of the Federal law.

A special paragraph added to the section referring to adulteration of food (which also includes drinks) prohibits the use of any chemical preservative or anti-ferment, such as, formaldehyde, salicylic acid or salicylates, boric acid or borates, benzoic acid or benzoates or fluorides; or any artificial sweetener such as saccharin, dulcin or glucin.

A special provision in the section relating to misbranding of goods requires the net contents of the package to be correctly stated in terms of weight or measure, conspicuously, legible and correctly on the outside of the package.

Under the regulations which have been promulgated for the enforcement of this law, all goods on hand August 3rd can have printed slips in type not smaller than 8 point (brevier) capitals attached to the package to show net weight or measure, which printed slips will be recognized and accepted until January 1, 1912, after which time all goods are required to have the net weight or measure statement printed on the label. Rubber stamps will not be permitted for correcting labels now on hand, printed slips must be used.

A reasonable variation from the stated net weight or measure is permissible, provided this variation is as often above as below the weight or volume stated.

Goods on hand August 3rd containing not more than 1-10 of 1 per cent of benzoate of soda and otherwise complying with the law, may be disposed of until January 1, 1912, after which time no goods containing benzoate of soda can be legally sold in the state.

Goods on hand August 3rd containing saccharin and plainly labeled with the words, "Sweetened with saccharin," may be disposed of, but the importation or manufacture of any goods containing saccharin after August 3rd is prohibited.

## The Big State Fair

Sacramento, August 26th to September 2nd, 1911

The program and arrangements now completed settle it that the State Fair this year will be the biggest and best ever held in California. Besides the largest industrial and livestock exhibits, the biggest purses and best races, the program includes:

Military Bands, Chorus Singing, Nightly Horse Show, Thrilling Fireworks, Famous Aviators and Daring Daily Feats by Dare-devil Cowboys from all over America

**SPECIAL RATES ON ALL RAILROADS**

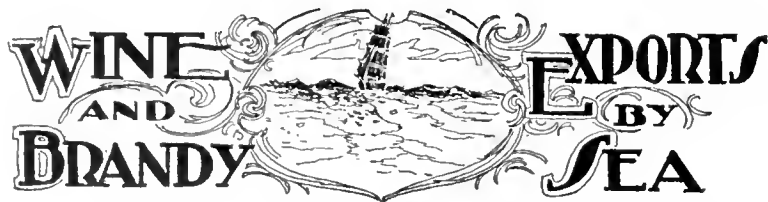


**WET OR DRY?**  
DRYS EXCLAIM  
“**YELLOW PERIL!**”  
WETS PROCLAIM  
“**YELLOW GOLD**”  
WHEN SPEAKING OF  
*Old Taylor*  
BOTTLED IN BOND.  
YELLOW LABEL



**The Julius Levin Company**  
Distributors

**SAN FRANCISCO      CALIFORNIA**



### NAMES OF CONSIGNEES WILL NOT BE GIVEN

Owing to a recent order of the Secretary of the Treasury through his local representatives, it has been found necessary to discontinue giving the names of the Consignees at this port. We regret to have to make this announcement, but for the time being, such conditions will rule.

FROM JULY 20 TO AUGUST 20, 1911.

WINE.			
Destination.	Cases.	Gallons.	Value.
To Alaska	162	1,418	\$1,605
" British Columbia	...	2,296	861
" Central America	67	25,744	8,488
" China	...	3,363	1,345
" Hawaiian Islands	90	71,140	28,541
" Mexico	35	4,369	1,744
" New York	171	857,423	296,837
" Philippine Islands	...	517	198
" South America	3	9,433	3,583
" Society Islands	...	4,111	974
" Samoan Islands	...	74	24
" Australia	...	253	100
" London	...	250	100
" Samarang	...	102	42
" Eastern States	150	48,854	21,832
Total	678	1,029,347	\$366,274

WHISKY.			
Destination.	Cases.	Gallons.	Value.
To Alaska	294	5,197	\$15,681
" Central America	76	106	594
" Hawaiian Islands	175	1,095	5,733
" Mexico	13	57	123
Total	558	6,455	\$22,151

BRANDY.			
Destination.	Cases.	Gallons.	Value.
To Alaska	4	392	\$1,035
" Central America	...	306	280
" Hawaiian Islands	61	293	1,539
" New York	...	100	200
" Boston	...	520	1,040
Total	65	1,611	\$4,094

BEER.			
Destination.	Packages Bottled.	Packages Bulk.	Value.
To Alaska	1,263	125	\$14,036
" Central America	57	...	291
" China	50	...	252
" Hawaiian Islands	101	13	1,208
" South America	6	...	80
" Society Islands	6	...	48
" Samoan Islands	1	...	9
Total	1,484	138	\$15,924

MISCELLANEOUS.			
Destination.	Packages and Contents.		
To Alaska	62 cs Gin, 1 cs Cordial, 3 cs Alcohol, 3 cs Vermouth, 31 cs 1 hf bbl Cider, 7 cs Cherries in Maraschino, 1 cs Bitters, 160 cs Grape Juice, 85 cs Champagne, 1 csk Porter, 2 cs Lime Juice, 5 cs 1 kg Rum, 16 cs Soda Water, 150 cs Mineral Water, 4 cs 17 bbls Ginger Ale, 1 bbl Grenadine Syrup		
" Central America	3 cs Mineral Water, 4 baskets Cordials, 1 cs Gin		
" China	...		
" Hawaiian Islands	5 cs Grenadine, 2 cs 2 csks Ginger Ale, 24 cs Cordials, 2 cs Grape Juice, 2 cs Liqueurs, 4 cs Bitters, 25 cs Mineral Water, 5 cs Rum, 1 cs Kummel, 10 cs 3 bbls Gin, 10 cs Champagne, 2 cs 12 bbls 20 gals Alcohol, 10 cs Vermouth		
" Japan	1 cs Mineral Water, 4 cs Champagne, 12 cs Grape Juice		
" Mexico	37 cs Mineral Water, 3 cs Cherries in Maraschino, 10 cs Gin		
" New York	1250 cs 85 bbls Cherries in Maraschino, 75 cs Grape Juice, 6 cs Cordials		
Total	2056 cs 118 bbls 1 hf bbl 1 csk 4 baskets 20 gallons		
Value			\$23,230

### IMPORTS BY SEA.

#### Domestic.

FROM JULY 20 TO AUGUST 20, 1911.

#### FROM SEATTLE.

Beer	1 cs 50 csks 355 hbds 910 bbls 90 hf bbls 215 qr bbls
Whisky	...
Champagne	...
Absinthe	...
Cider	...

#### FROM TACOMA.

Whisky	...
Beer	...

#### BEER IN TRANSIT.

To Oakland	100 hbds, 636 bbls 150 hf bbls 260 qr bbls
" Santa Clara	30 bbls 40 hf bbls 40 qr bbls
" Alameda	60 hbds 50 hf bbls 75 qr bbls
" San Mateo	...
" Santa Barbara	...
" Bakersfield	...
" Nevada	110 hbds 240 bbls 25 hf bbls 65 qr bbls



### Foreign.

FROM JULY 20 TO AUGUST 20, 1911.

#### FROM NEW YORK (VIA SALINA CRUZ)—Per Mexican, July 21.

26 cs Wine	San Francisco.
49 bbls Whisky	San Francisco.
270 cs Whisky	San Francisco.
10 bbls Gin	San Francisco.
15 cs Gin	San Francisco.

#### FOREIGN—SAME VESSEL.

9 csks Wine	San Francisco.
5 bbls Vermouth	San Francisco.
25 cs Brandy	San Francisco.
126 cs Liqueurs	San Francisco.
20 cs Wine	San Francisco.
30 bbls Ginger Ale	San Francisco.
150 cs Beer	San Francisco.
95 bbls Beer	San Francisco.
2 cs Ginger Ale	San Francisco.
306 cs Whisky	San Francisco.
150 cs Gin	San Francisco.
4 qr csks Whisky	San Francisco.
50 cs Whisky	Los Angeles.
52 cs Whisky	Portland.
3 csks Whisky	Seattle.

#### FROM KOBE, JAPAN—Per Manchuria, July 22.

170 csks Sake	San Francisco.
50 cs Sake	San Francisco.
30 csks Sake	Los Angeles.

#### FROM NEW YORK (VIA SALINA CRUZ)—Per Nebraskan, July 24.

2 bbls Whisky	San Francisco.
1 cs Brandy	San Francisco.
5 bbls Gin	Stockton.
3 cs Brandy	San Francisco.
25 cs Gin	San Francisco.
20 cs Cordials	Portland.

#### FROM KOBE, JAPAN—Per Chiyo Maru, July 27.

215 cs Sake	San Francisco.
258 csks Sake	San Francisco.

#### FROM NEW YORK (VIA ANCON)—Per Mackinaw, August 11.

102 cs Whisky	San Francisco.
140 bbls Whisky	San Francisco.

#### FROM NEW YORK (VIA SALINA CRUZ)—Per Missourian, August 9

891 cs Root Beer	San Francisco.
2 bbls Whisky	San Francisco.
680 cs Whisky	San Francisco.
415 cs Gin	San Francisco.
13 csks Gin	San Francisco.
15 oets Gin	San Francisco.
1 csk Whisky	San Francisco.
6 cs Prune Juice	San Francisco.
2 bbls Whisky	Reno.
4 bbls Whisky	Honolulu.
112 csks Beer	Honolulu.

#### FROM EUROPE—SAME VESSEL.

50 cs Punch	San Francisco.
505 bbls Stout	San Francisco.
1 csk Brandy	San Francisco.
50 cs Wine	San Francisco.
1 csk Spirits	San Francisco.
173 cs Gin	San Francisco.
30 cs Liqueurs	San Francisco.
25 cs Brandy	Portland.
50 cs Beer	Portland.
15 cs Wine	Portland.
50 cs Beer	Seattle.
1 vat Brandy	Tacoma.
40 cs Wine	Honolulu.

#### FROM EUROPE (VIA ANCON)—Per Newport, August 4.

125 cs Bitters	San Francisco.
629 cs Vermouth	San Francisco.
100 cs Mineral Water	San Francisco.
230 cs Wine	San Francisco.
79 cs Whisky	San Francisco.
10 bbls Whisky	San Francisco.

#### FROM VICTORIA—Per City of Puebla, August 5.

10 cs Whisky	San Francisco.
124 cs Champagne	San Francisco.
28 cs Whisky	Los Angeles.

#### FROM ANTWERP—Per Jacobsen, August 5.

70 cs Benedictine	San Francisco.
150 cs Stout	San Francisco.
240 cs Mineral Water	San Francisco.

#### FROM NEW YORK (VIA ANCON)—Per Pleiades, August 7.

875 cs Whisky	San Francisco.
5 bbls Gin	San Francisco.

#### FROM NEW YORK (VIA SALINA CRUZ)—Per Isthmian, August 7.

10 bbls Whisky	San Francisco.
5 bbls Gin	San Francisco.
2 bbls Gin	Sacramento.

#### FROM EUROPE—SAME VESSEL.

241 cs Wine	San Francisco.
10 cs Beer	San Francisco.
15 cs Mineral Water	San Francisco.
4 bbls Wine	San Francisco.
50 cs Gin	San Francisco.
5 cs Wine	Oakland.
22 cs Wine	Los Angeles.

#### FROM HAMBURG—Per Abyssinia, August 7.

100 cs Vermouth	Seattle.
1 csk Wine	Seattle.

#### FROM LIVERPOOL (VIA SEATTLE)—Per Watson, August 10.

339 cs Whisky	San Francisco.
60 cs Brandy	San Francisco.
1 hhd Whisky	San Francisco.
1050 cs Champagne	San Francisco.
25 cs Wine	San Francisco.

## FROM NEW YORK (VIA SALINA CRUZ)—Per Columbian, August 12.

5 csks Wine	San Francisco.
7 bbls Gln	San Francisco.
25 cs Gln	San Francisco.
30 cs Cider	San Francisco.
4 bbls Wine	San Francisco.
7 cs Wine	San Francisco.
1 cs Whisky	San Francisco.
1 crate Liquors	San Francisco.
10 bbls Gln	San Jose.
10 cs Gln	San Jose.
3 bbls Whisky	Portland.

## FROM EUROPE—SAME VESSEL.

126 cs Gln	San Francisco.
100 cs Mineral Water	San Francisco.
60 csks Mineral Water	San Francisco.
111 cs Champagne	San Francisco.
139 cs Wine	San Francisco.
30 cs Beer	San Francisco.
225 cs Beer	San Diego.
1 oct Brandy	Seattle.
1 oct Rum	Seattle.
300 cs Vermouth	Seattle.
60 cs Liquors	Seattle.
75 cs Gln	Honolulu.

## FROM ANTWERP—Per Senator, August 13.

525 cs Brandy	San Francisco.
488 cs Whisky	San Francisco.
200 bbls Ginger Ale	San Francisco.
190 bbls Beer	San Francisco.
45 cs Beer	San Francisco.
10 octs Whisky	San Francisco.
10 csks Whisky	San Francisco.
2000 cs Gln	San Francisco.
372 cs Mineral Water	San Francisco.
550 cs Amer Picon	San Francisco.
126 cs Bitters	San Francisco.
144 csks Wine	San Francisco.
342 cs Wine	San Francisco.
1 butt Wine	San Francisco.
1100 cs Vermouth	San Francisco.
215 cs Liquors	San Francisco.
175 cs Benedictine	San Francisco.
150 cs Absinthe	San Francisco.
15 cs Wine	San Diego.
200 cs Ale	Vancouver.
175 csks Whisky	Vancouver.
860 cs Whisky	Vancouver.
11 cs Mineral Water	Vancouver.
50 cs Wine	Vancouver.
50 bbls Ginger Ale	Vancouver.
50 cs Rum	Vancouver.

## FROM KOBE, JAPAN—Per Mongolia, August 13.

210 csks Sake	San Francisco.
40 cs Sake	San Francisco.
70 cs Sake	Los Angeles.

## FROM KOBE, JAPAN—Per America Maru, August 17.

148 csks Sake	San Francisco.
149 cs Sake	San Francisco.

## FROM NEW YORK (VIA SALINA CRUZ)—Per Nevada, August 18.

25 cs Lime Juice	San Francisco.
100 cs Whisky	San Francisco.
20 cs Gln	San Francisco.
13 bbls Gln	San Francisco.
10 cs Wine	San Francisco.
13 bbls Whisky	Chico.
29 cs Whisky	Chico.
6 csks Gln	Stockton.
25 cs Gln	Stockton.
680 cs Whisky	Portland.

## FROM EUROPE—SAME VESSEL.

550 cs Vermouth	Los Angeles.
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## FROM HAMBURG—Per Osiris, August 19.

250 cs Whisky	San Francisco.
2 bbls Wine	San Francisco.
25 octs Brandy	Seattle.
839 cs Wine	Seattle.
50 cs Rum	Seattle.
50 cs Whisky	Seattle.
32 octs Wine	Seattle.

## IMPORTS BY RAIL IN BOND.

## FROM JULY 20 TO AUGUST 20, 1911.

## Via New York—

8 cs Wine	From Havre.
1 cs Liquor	"
14 cs Wine	Hamburg.

## California Wine to New York by Sea

July 16 to 31, 1911.

## From San Francisco, SS. Oregonian.

60 bbls.	Savoy Wine and Importing Co.
100 bbls.	P. Gargnito & Co.
75 bbls.	C. Vazzolo
66 bbls.	M. May
66 bbls.	G. F. Watson

## From San Francisco, SS. Cristobol.

32 cases.	Wetmore-Bowen Co.
5240 bbls	California Wine Association
80 cases	Calwa Distributing Co.
485 bbls.	Lachmann & Jacobi
224 bbls	J. Pacheteau
180 bbls	Gundlach-Bundsch Co.
60 bbls	J. Albertelli

## From San Francisco, SS. Colon.

785 bbls	Lachmann & Jacobi
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## From San Francisco, SS. American

120 bbls.	Roma Wine Co.
77 bbls.	Italia Wine Co.
100 bbls	C. Manzella & Son
50 bbls	Cunee & Podesta
90 bbls	California Wine Association
200 bbls	A. Gazzola

August 1 to 15.

## From San Francisco, SS. Panama.

99 bbls.	Sonoma Wine & Brandy Co.
127 bbls	Italian-Swiss Colony
463 bbls	C. Schilling & Co.
170 bbls	Chas. Stern & Sons
624 bbls	California Wine Association
575 bbls	Italian Vineyard Co.
92 bbls	N. Capell

## From San Francisco, SS. Advance.

15 bbls	Italian-Swiss Colony
201 bbls	J. Pacheteau
25 bbls	Lachman & Jacobi
285 bbls	Flegenheimer Bros.
60 bbls	C. Striffling's Sons

San Diego men have organized a stock company, capitalized at \$300,000, to start a new brewery in that city to be known as the Panama brewery. A plant with a capacity of 30,000 barrels a year will be erected on the bay front. H. H. Snyder, a former New York man, is said to be at the head of the new enterprise.

E. A. GROEZINGER

Established 1846

E. O. SCHRAUBSTADTER

**A. FINKE'S WIDOW**  
**SPARKLING AND VINTAGE WINES**  
**CHAMPAGNES**  
 809 MONTGOMERY STREET, SAN FRANCISCO, CAL.

# LOUISVILLE DEPARTMENT

G. D. CRAIN, JR., Regular Correspondent, 305 Keller Bldg., Louisville, Ky.

LOUISVILLE, KY., AUGUST 25.—These are the dog days, and also vacation days. That explains to some extent why things are quiet along Main street, in the wholesale whisky district. Everybody who can avoid the 100-degree temperature which the weather man is handing out in this latitude is getting away to Michigan, the sea-shore and the mountains, and it is not likely that the exodus will be converted into a home-coming before the first of September, though that of course is looming up in the immediate future.

Business continues quiet, as was to have been expected, but the volume of trade is extremely satisfactory compared with last year's. The outlook for the fall is especially good, and those who have been in the business for a long time are predicting that the distillers and wholesalers will come near setting a record in the number of carloads shipped out of this market from September to December, inclusive.

There seems to be every reason for business being good. It looks as though crops are going to pan out all right, although the general drouth has hurt some; while the railroads are earning a good return on their investment and Congress gives promise of coming to an adjournment—which will help some. It is generally agreed that underlying business conditions are good, and that means that the liquor trade should be able to go ahead on a sound and substantial foundation.

Though a large number of the distilleries have closed for the summer, not to reopen until November, a good production is still being recorded by those which have continued operations without a break. Most of the stock which is being made now is destined ultimately for bottled-in-bond purposes, it is understood, as many of the largest operators are firmly of the opinion that the demand for this character of stock will continue strong.

Politics in Kentucky was once described by Poet Charles Muligan as being "the damndest" to be found anywhere. It is undoubtedly true that the peanut politician has ample opportunity for the display of his talents in this great Commonwealth. How is it possible for talk constantly to be centered on a subject which contains the greatest possible menace to the largest industry in the State—the distilling of whisky—without successful efforts being made to prevent the loose-jawed individuals from carrying on their propaganda is really difficult to understand.

Thus it happens that this year, when the efforts of those on both sides should be directed toward the really important work of improving the system of road-building, providing a modern system of education and reforming the tax laws, reforms which are badly needed, the debate and the campaign speeches and the newspaper editorials refer to nothing but the extension of the county unit bill. This is a rather academic question, since most of the counties of the State are now "dry," and the extension of the county unit idea to others would affect only a few communities. Nevertheless, this is given first place in the discussions, and is tending to create bitterness and to concentrate attention upon the liquor business, which in nowise deserves it.

While it is declared by leaders on both sides of the fence that state-wide prohibition is not an issue and is not intended to be, there is nevertheless the suggestion constantly recurring that this will be the next step in the campaign of the antis, should they be successful in providing an extension of the county unit law, to which both parties are now committed. The Democrats for a time appeared to be about to take a sane and sensible course, by deciding not to extend the law, but to let the local option idea, which has worked out successfully, prevail. Those favoring this plan, including Henry Watterson, the brilliant editor

of the Louisville Courier-Journal, failed in their purpose, however, and a county unit plank was inserted in the platform by the Democrats.

The chances now seem to favor the election of O'Rear, the Republican nominee, who has gained strength during the past few weeks, largely due to the vacillating policy of the Democrats, while he is definitely committed to the county unit idea, it is stated by his closest friends that he is with equal definiteness opposed to State-wide prohibition. That being the case, and in view of the fact that it would take a constitutional amendment to get that any way, it is not likely that the election of O'Rear would prove of decided danger to the trade, although most of its members would probably have preferred to see McCreary, the Democrat, elected, had he not come out, after straddling the question for several months, as favoring the county unit extension plank.

Coopers, who are of course much interested in the whisky trade, which contributes several million dollars a year in this State alone to the package-making interests, are discussing with considerable fervor the question of the second-hand whisky barrel. Owing to the popularity of bottled-in-bond goods, the number of used barrels thrown on the market has been exceedingly large during the past few years, and these have come in competition with the coopers in other lines requiring first class tight packages. It is now stated, however, that the manufacture and sale of corn whisky, which does not have to be aged, and which is contained in used barrels coated with paraffine, has taken many of the second-hand whisky barrels off the market, much to the relief of the coopers.

R. E. Wathen & Co., local distillers, recently gave out some interesting figures bearing on the use of their Packard trucks, two of which have been in use for more than a year. The record shows that these trucks, which have a load capacity of three tons each, have saved the company three cents a barrel in the cost of handling whisky. In addition they have enabled the company to maintain a much more efficient service, and they are regarded as splendid investments. A third car will probably be put into use this year.

It is reported from Frankfort, famous as the home of Old Taylor, that a \$100,000 distilling company is in process of organization. It is stated that New York capital is interested in the venture, and that the plant will be located just outside of the city of Frankfort. C. W. Saffell and Edward Weitzel, of Frankfort, and Joseph Gross, of Lexington, are the principal men connected with the undertaking, Mr. Gross being the leader of the enterprise. It is expected that the new plant will be among the leaders of the Frankfort distilling interests.

The Greenbaum distillery at Midway, Ky., has been improved considerably this summer. A drying apparatus, made by the Louisville Drying Machine Company, has been installed, together with an evaporating outfit of the Vulcan Copper Works, of Cincinnati. A conveying system for handling coal and ashes, manufactured by the Jeffery Company, of Columbus, has also been contracted for.

The Buffalo Springs Distillery, at Buffalo City, in Scott county, is adding a large warehouse to its equipment. It will have a capacity of 6500 barrels.



The Gerdes distillery at Nicholasville, Ky., which is controlled by Cincinnati capital, is undergoing extensive alterations and improvements. An additional story is being built, and two new fermenting rooms 50x100 are being added. A new boiler-house is also under construction.

Marion Taylor, of Wright & Taylor, has made several gifts to Natchez, Miss., his birth-place, including a public fountain in memory of his mother.

Blakemore Wheeler, of C. P. Moorman & Co., is on a vacation in Michigan. He returns shortly after September 1.

Warner Jones, advertising manager of Paul Jones & Co., is enjoying a respite from business duties, and is taking a month's vacation. He will be "back on the job" September 15.

At Colfax, Washington, which city is surrounded by dry territory, saloon men are doing a land-office business in preparing the "Dry Town Package." In fact liquor is carried away in suit cases, gunny sacks, pasteboard boxes and every conceivable form of package. So Colfax retailers are reaping a big harvest from the folly of their neighbors.

The Supervisorial District No. 1, of Modoc County, went wet at the recent special election by the narrow margin of three votes. A canvas of votes has been had which shows no change. At Bidwell the returns read 67 for license and 30 against. At Lake City 23 for license and 57 against. The totals were 177 votes cast 90 for license, 87 against.

### Big Independent Wine Company Now In Business

THE California Wineries & Distilleries, with a capital of \$1,000,000, has entered the wine and brandy market of the world, and will in future handle the output of four of the largest wineries in California. The headquarters of this new and powerful company are in this city, with offices and extensive cellars at the corner of Fifth and Townsend streets.

The properties under its control either by lease or purchase, are Las Palmas winery and distillery at Las Palmas, Fresno County; La Paloma winery and distillery at Tarpey, Fresno County; The Lodi Co-operative Winery at Lodi, San Joaquin County, and the Elk Grove Vineyard Association, Elk Grove, Sacramento County; producing both dry and sweet wines and brandy. The total output of these properties, indicating the immensity of the wine industry of the State, is 7,000,000 gallons annually.

The large and suitably arranged cellars at Fifth and Townsend streets have been equipped to handle wines and brandies for domestic and foreign distribution. They are well located for this purpose, being on rail, and close to water transportation facilities, thereby effecting considerable saving in freight and drayage charges.

The California Wineries and Distilleries comprises among its members many of the best known and most energetic growers and wine men in the State, belonging to what is known as the "Independents." The directorate of the company is as follows: L. R. Rogers, president; M. F. Tarpey, vice-president; W. C. Brown, secretary, and Andrew Johnson.

**LASH'S BITTERS**  
TONIC LAXATIVE

TELEPHONE PACIFIC DOUGLAS 1844

# THOS. W. COLLINS & CO.

## Commission Merchants and Importers

34 and 36 DAVIS STREET, SAN FRANCISCO

DISTRIBUTORS FOR

### Pabst Brewing Co.

Milwaukee, Wis.

Bottled Beer Brands:

Blue Ribbon, Export and Red, White and Blue

Pabst Malt Extract, The "Best" Tonic

### American Fruit Product Co.

Rochester, N. Y.

Pure Apple Cider and Vinegar

### Weisel & Company

Milwaukee, Wis.

High Grade German Sausage and Smoked Meats

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Old Overholt Rye Whiskey

"The Whiskey that made Rye Whiskey Famous"

## What Is "Wyllie Local Option" and What Effect Will It Have On the Wine Industry?

THE Anti-Saloon League workers are using some queer tactics in securing signers for their local option petitions. Among other things they are telling grocers that their business will not be interfered with in the least by the adoption of the "Wyllie local option" no-license ordinance, and that may continue to sell wine to the family trade. Indeed, the League insists they have no intention of injuring the wine industry in the least; but they are secretly doing all they can to turn public sentiment against it.

Because of their deliberate misrepresentation and because of the general misunderstanding of the new measure, the following digest is presented for your information:

Q. What is the meaning of "local option?"

A. Local option means local choice. It provides that the will of the majority in a certain prescribed territory shall be supreme no matter for what they vote. For instance, under true local option on the liquor question, if more than half of the votes cast are for license, then license must be issued; or, more than half vote that license be refused, then none may be issued. It is majority-home-rule.

Q. Is the so-called "Wyllie Local Option" Law, passed at the last legislature, really local option?

A. No; because the Wyllie bill makes the will of the people supreme only when they vote for prohibition. For, notwithstanding even an unanimous vote in favor of license, the licensing board are expressly permitted to ignore the people's vote and declare the territory dry. But, on the other hand, if only one-half of the vote is against license, the board is compelled to refuse licenses and to revoke those in use. This is in accordance with the decisions of Rev. D. M. Gandier, legislative superintendent of the Anti-Saloon League. Section 22.

Q. Suppose a town or supervisorial district has been dry for two years under "Wyllie local option," may the people then vote it wet again if they wish?

A. No; they may vote for license but the board can ignore a wet vote. "Wyllie local option" denies the people the right, even by unanimous vote, to rescind their own action and compel the board to issue licenses. Section 22.

Q. Is this new measure majority rule?

A. No; because it does not provide for a majority vote but goes into effect if only one-half of the voters are in favor of it. Section 10.

Q. Does "Wyllie local option" take the liquor question out of politics?

A. No; liquor dealers are compelled to go into politics in order that they may have a board favorable to the liquor business. It compels liquor dealers to gain control of the licensing board. "Wyllie local option" denies the people the right to compel the board to issue licenses, and the liquor dealers, therefore, must adopt means to elect a favorable board. Section 22.

Q. Is it an anti-saloon law?

A. No; while it was drafted by the Anti-Saloon League, it is not an anti-saloon law because it absolutely forbids the retail sale for beverage purposes of all wine, beer, and all liquors, not only in saloons, but in grocery stores, hotels, restaurants, cafes, drug stores, clubs, banquets, social gatherings, etc. It is aimed to destroy all branches of liquor traffic, utterly and forever. Section 21.

Q. Who is behind "Wyllie local option" and what is their avowed purpose?

A. The Anti-Saloon League. P. A. Baker, the national superintendent, states that their ultimate goal is "absolutely prohibition."

Q. What is the attitude of the Anti-Saloon League toward the wine industry?

A. They are bitterly opposed to it. Dr. Bane even stoops to slander in writing about it.

Q. Does the League think the wine industry deserves any more consideration than the lowest saloon dive?

A. No; they stated in a recent issue of the *Pomona Times* that the winery is "a more insidious and, in some respects, dangerous proposition. It is time for the temperance forces of the State to align themselves for a new battle that shall effectually wipe out this, the latest and most troublesome foe of temperance."

Q. What instructions are the League leaders giving their workers?

A. They say: "After you have closed the saloons by means of 'Wyllie local option' you should go ahead and by means of the initiative, close the wineries.

Q. Is the retail sale of wine forbidden in territory that has voted dry under "Wyllie local option?"

A. Yes; this law puts wine on the same basis as whisky, rum, and other strong liquors. It cannot be sold at retail by clubs, restaurants, grocery stores, or any one, under any condition, for beverage purposes. Section 21.

Q. May not grocery stores sell wine in bottled or sealed packages to the family trade?

A. Decidedly not! Under this law, grocery stores are classed the same as the lowest dives. They must not sell one drop of any kind of alcoholic liquor in any manner, to any one. If they do, they are declared "common nuisances," and the district attorney is directed to take action against them. Sections 12-20.

Q. May hotels and restaurants serve wine with bona-fide meals?

A. No. Hotels, restaurants, clubs, cafes, banquets and social gatherings are also classed by "Wyllie local option," the same as dives. They are not permitted to sell any kind of alcoholic liquors in any manner under penalty of the law. Sections 13, 14, 15.

Q. Does "Wyllie local option" put restrictions on wineries?

A. Yes; besides totally destroying the hotel, cafe, club, and restaurant market for their product, wineries are forbidden to sell even to their neighbors at retail. They are classed, by "Wyllie local option" the same as distilleries and breweries and are forbidden to sell anything but their own product and that in quantities only of two gallons or more. Section 16, par. 7.

Q. What, then, is the so-called "Wyllie local option" law?

A. It is a well-conceived scheme to create and maintain prohibition, for the people's wishes are not respected under "Wyllie local option" unless they vote dry. The Anti-Saloon League and their so-called "Wyllie local option" law should be opposed by everyone whose business interests would suffer from prohibition, and who favors regulation and true temperance.—Prepared by the Publicity Bureau, Associate Membership, K. R. A.

The newly incorporated town of Sanger, Fresno County, is petitioning the City Council to call a town election to vote on the licensing question. Sanger is at present dry. The question of local option elections is bothering the Fresno County Board of Supervisors, who, according to the local press, see considerable difficulty in providing funds therefor out of the coming tax rate levy. Altogether it would appear that the working of the new law will prove very expensive to the taxpayers of Fresno County.

## Bristling Bristol Turned Down

THE new Grape Growers' Association of California is so busy organizing throughout the country and preparing its plan of campaign that it decided not to attempt any educational work at the Sacramento State Fair this year. However, this was not known by the Rev. Dr. Irving Bristol, one of the leading lights of the Anti-Saloon League, and so fearing that the noise he has been making, especially in Northern California, might be dimmed by the trumpet of the grapegrowers, he arrived at Sacramento on the opening day, Saturday, August 26th, and announced himself ready to pay the entry fee of \$5 for an exhibit.

"How much space do you wish?" asked the entry girl.

"Oh, just room enough for a desk in the overflow building," answered Bristol.

"What do you want it for?" he was asked.

"To distribute Anti-Saloon literature."

"Oh to pass out hot air," laughed the officious entry clerk.

"Well you don't need any entry slip for just a desk."

Whereupon Bristol hurried over to the overflow building and arranged to have his desk established in the exhibit of the Capital City Commercial and Normal Colleges.

Later when the entry clerk reported her conversation to James A. Filcher, the Manager of Exhibits, he decided to investigate. He looked up Bristol and asked him what he proposed to do.

"Give out some tracts," he replied.

"Anti-Saloon literature?" queried Filcher.

"Yes."

"Well, we don't intend to allow any propaganda literature to be passed out. This is an agricultural show and local option and anti-saloon talk have no place here."

"But I don't see why I shouldn't be permitted to give out literature," he insisted.

Thereupon Filcher emphatically said: "Well, I do, and it won't be permitted."

"Then I guess I might as well get out?"

"That's right," said Filcher, as he departed.

Later Bristol visited Filcher's office again, but he had the misfortune this time to bump into Colonel Theodore Gier, one of the directors, who told him he would not under any circumstances be permitted to agitate.

"Well, the winemen gave out literature two years ago," said Bristol.

"But they are not doing anything this year and you will not be allowed to pass out literature either."

Seeing his case hopeless, bristling Bristol retired.

These are the facts as related by Mr. Filcher and Mr. Gier. Here is foxy Bristol's version in which he tries to delude the public into believing that instead of being turned down emphatically he secured concessions from the liquor men:

"This year the Anti-Saloon League determined to open a branch office at the fair to demonstrate exactly the method of its work, and the district superintendent proposed to be present to answer any questions which might be asked in relation to the work.

"The booth assigned to us was in connection with the multi-graph press exhibit, and I had just installed that machine in my office for doing our letter printing.

"Colonel Gier discovered that we were about to open an exhibit and strenuously objected. He met me in the office of Secretary Filcher, and I demanded the same privileges of presenting the facts favoring local option that had been accorded the liquor men. As a result of this interview Mr. Gier prom-

ised to personally undertake to prevent the distribution of literature favoring license and said he did not want any more agitation of the matter than he could help.

"I feel that the fact that the liquor men have made this concession to the demands of the large sentiment of the State which opposes saloons and intemperance is a decided step in advance."

As a matter of fact, the winemen had no intention whatever of distributing literature against local option or the Anti-Saloon League this year, nor did any other "liquor" interests to our knowledge. So how they could promise Bristol they would refrain from doing so, if he followed suit, is past understanding. What Bristol was told was merely that the winemen were not doing anything this year and therefore he would not be allowed to agitate. But the crafty manner in which he twisted the facts to win public sympathy, shows how necessary it is for the winemakers and grapegrowers of California to see that their side of the controversy is truthfully and properly brought to the attention of the people of California.

The Italian-Swiss Colony's exhibit was the most pretentious and comprehensive at the Fair this year, the only other individual display being made by the Sacramento Valley Winery in a corner of the old Mission wall erected for the winemaker's collective exhibit last year. In looking over the county exhibits, we saw such firms as the California Wine Association, Wetmore-Bowen Co. and Theodore Gier Co. represented by small but artistically arranged displays.

Mr. Chas. F. Wilson, in charge of the Los Angeles County exhibit, told us he had been promised some case goods from the Italian Vineyard Company and the Sierra Madre Vintage Company, but they failed to send the wine. "So," Mr. Wilson said, "we have no wine in our display. I offered them the opportunity but if they didn't take enough interest in the matter I certainly wasn't going to run after them."

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San Francisco

Mr. James A. Jaspar, of the San Diego County exhibit, said several of the directors of the San Diego Chamber of Commerce are prohibitionists, but they recognize the fact that wine is one of San Diego County's products, and therefore said they would not oppose displaying wine, although they did not approve of its use. The Escondido Vineyard Association expressed a desire to exhibit and Mr. Jaspar told them to forward their goods, but as he put it: "They wanted me to run after them, but I have too much work to do and so since I did not keep prodding them they fell down."

Which shows that the wine men are not thoroughly alive to the necessity of taking advantage of every opportunity to put their wines before the people in order to crystallize public sentiment in their favor.

This is one of the cheapest and most practical ways of forcing the people of California to take our industry seriously and realize the fact that it deserves recognition and encouragement. It is to be hoped in the future, that no wineman will fail to do his duty in this respect, for these displays help to educate the masses and supplement the excellent publicity work being done by the Grape Growers' Association of California.

While there were various beers displayed in several of the county exhibits, the brewing industry did not make a collective display this year. However, there was a very interesting hop display. The booth was constructed by the Lovdal Bros., of Sacramento, in the shape of a hop-curing house, and the various processes of picking were shown, from the time the hops are taken from the vines until they are cured and pressed into 27—Wine and Spirit

200-pound bales for shipment. Inasmuch as hops are advancing in price this year by leaps and bounds, the exhibit had a timely interest. The subject of picking, curing and baling is not generally understood by many people and as a result, the booth was daily visited by large numbers, who had their eyes opened as to the importance of this product.

Such a display of hops, with an intelligent person in charge to answer questions, is worth more from an educational standpoint than all the bottles the building would hold.

The Perris Board of Trustees recently granted a saloon license for the bar of the hotel, of forty rooms, about to be erected by a Los Angeles capitalist. The cost of the license is \$1500 a year.

Belen, New Mexico, is about to have a whisky distillery located there. One of the objects of the new enterprise is to supply Texas with interstate shipments, should, as is expected by the promoters, that State go dry at no distant date. Articles of incorporation were recently filed by the Adolph Didier Company of Belen, which proposes to do a general distilling business, starting with a capital stock of \$40,000. Mr. Didier is the largest stockholder in the company and a well known wholesale and retail liquor dealer in Belen.

California's Display at Turin

CALIFORNIANS, who have had the pleasure of visiting the the International Exposition at Turin, Italy, are loud in their praises of the California exhibits. Mr. Robert Newton Lynch, Commissioner from this State to the Turin Exposition, declares, in a recent report, that our display is easily one of the big features of the entire exposition and will undoubtedly prove a tremendous advertisement for the State. The value to California's own exposition alone will be many times the cost.

The California exhibit consists of nearly two hundred large jars of processed fruit including nearly every species of fruit raised in this State and preserved in a fresh condition by aid of chemicals; of a display of mineral and oil specimens; of California wines; which will enter in competition with the wines of the old world; of dried and canned fruits. Aside from this is a forestry exhibit and a collection of enlarged photographs showing typical scenic views and the big trees of the Sierras.

"California" at Turin occupies a large room, beautifully decorated, about one-seventh of the entire U. S. Government Building. The exhibit has been attractively displayed and forms beyond doubt the most interesting room in the United States Building. The processed fruit is a great curiosity and the people crowd eagerly about the room asking questions and securing literature. All of the lecturers using the stereopticon room are showing California views and two lectures are given daily on the "Panama Canal" and the "Panama-Pacific International Exposition, San Francisco, 1915."

As an aid to promoting the Exposition in San Francisco, the Government has secured and added to the California exhibit, three large models of "The Canal," the "Canal Zone" and a working model of the canal with boats passing through it. A large sign over these models proclaims that the Canal will be completed in 1914 and that the opening of that great waterway will be celebrated by the United States at San Francisco in 1915.

California's exhibit space of 1500 square feet is decorated profusely with California poppies and large palms. The literature used in connection with the display includes a specially prepared booklet written in Italian which is virtually an abstract of the Annual Report of the California Development Board.

A Willows, Glenn County, dispatch, states that petitions are in circulation all over the county, except in Newville and Jacinto precincts, which are dry. It is also reported that the Anti-Saloon League proposes to call an election in the incorporated cities of Willows and Orland. The election will probably be called at the same time as that on the constitutional amendments in October if the Supervisors grant the petition.

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### The Retailers' Industrial Fair

**T**HE Retailers' Protective Association's Annual Industrial Fair closed on the 26th instant, after a successful week's exhibition, showing a marked improvement over last year's initial attempt. The public evinced their appreciation of the management's efforts by a large attendance, and every evening the Auditorium was the scene of a popular promenade concert. So much so, that it would appear that this annual exposition of the city's and State's products has come to stay, and will in the future be even better patronized in exhibits and attendance than heretofore.

That excellent business house, the Schmidt Lithographic Company, had its booth decorated with a large quantity of its most artistic work. Among the passers by many stopped to study the various pictures and the display was evidently much appreciated.

The E. G. Lyons & Raas Company showed a large variety of wines, syrups and preserved fruits. Out of the large stock carried by this company it can be easily understood that an attractive display would surely be made, and that the public were attracted by it is shown by the following overheard remark in reference to the cherries: "You bet they look good."

The Southern Pacific had a very interesting display, consisting of a raised map showing vineyards and other characteristics of our interior valleys of the State. This was surrounded by painted canvas carrying on it the view of the surrounding hills.

The idea was a good one, viz: to advertise the railroad by one of the many scenes of beauty traversed by it in California.

None of the booths were better patronized than that occupied by the Monterey Packing Company, who displayed a fine assortment of Booth's canned sardines. One could not only look at the finished work of the packer, but taste the delicious fish, and we feel sure that many of the fair's visitors will not be satisfied before they serve on their own table the delicacy they enjoyed so much at the fair.

Rosenblatt Bros. aided the success of the fair by a display of the various lines for which their house is noted. Their wines, brandies, cherries and above all the firm's masterpiece, apricot brandy, served to make an exhibit well worth attention.

The Acme Brewing Company must be congratulated upon the novelty of their display. Knowing full well that there is little attraction in unopened bottles of beer piled in pyramids or otherwise, they left the beaten track, exhibiting their output in both bottle and cask, packed in an immense "Mack" motor truck. This truck is cleverly arranged for brewery purposes, and the Acme's growing business requires its aid to supply its many customers.

The only other brewery represented was the National, which took a prominent position, made particularly noticeable by the clever and artistic picture, which may be now considered the National's trade-mark, and fuller notice of which will be found in another column.

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(MUENCHENER STYLE)  
BOTTLED IN DARK BOTTLES

# PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VINICULTURE

R. M. WOOD, EDITOR AND PUBLISHER  
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## No "Wine Fight" in Prospect

THE country press generally, have started the circulation of stories that the organization of the independent winehouse, known as the California Wineries and Distilleries, means the beginning of a fight on prices between the independent and associated wine firms. We don't know where this report originated, but we are sure it was ill-advised, because there is nothing in the situation to warrant such a course. The industry is just reviving from a contest of that kind and the outlook is now encouraging for all concerned.

The circulation of such reports by papers published in prominent wine districts is idiotic at least, for the reason that these reports immediately go into the markets of the east and often are the cause of great delay in orders, the eastern buyer naturally waiting for the promised cut prices.

With the present crop conditions, which are shown elsewhere in this number, there is certainly no reason for the inauguration of a war of prices.

## Quality in Dry Wines

WE have just received a book on winemaking which it appears to us will be found of use in every winery and cellar, by Rudolf Jordan, Jr. Mr. Jordan has fairly succeeded in his title in covering the intent and purposes of his work; it is as follows: "Quality in Dry Wines through Adequate Fermentations, by means of defecation, aeration, pure yeast, cooling and heating. A manual for progressive winemakers in California."

In his preface he says: "Nobody realizes more fully the difficulties of properly controlling the fermentations of dry wines than the writer, who is no novice or mere enthusiast in this vocation. With ten old style vintages and five vintages with improved methods, as a record, he hopes to enjoy the confidence of the reader to some extent in what he maintains should be done toward the betterment of our wines. It is justly claimed that by such improved methods we are able to produce wines that are *better than those made in the old style*, and in the right locality we are even in a position to make *fine wines* in that manner, with greater regularity and certainty."

Together with the title of the work, and this quotation from the preface, all that is necessary to show Mr. Jordan's design in his book, is the several divisions or chapters, which are as follows: The use of pure yeast and its action; settling or defecation of white musts as a basis of quality; aeration of must before and during fermentation; the cooling of musts and its control of fermentations; the artificial heating of musts, and lastly, fermentations in general, showing the combined effects of pure yeast, defecation, aeration and low temperature."

"Quality In Dry Wines" can be obtained at the office of this paper; price \$2.

## WATCH THOSE SUFFRAGETTES

THOSE interested in the California wine industry and in the traffic of wines and liquors should promptly sit up and look around with reference to the suffragette movement in this State. The average voter regards the company as a sort of a joke and would not mind "trying it on the dogs," but the average voter is not interested in the \$120,000,000 wine industry, or in the 60,000 people who are directly identified with it, to say nothing of the great trade.

Suffrage means the destruction of the wine industry, which is now fighting for its existence against the Anti-Saloon League and the prohibitionists. With the victory of the Suffragette, the W. C. T. U. would capture the works as they captured Congress in connection with the Army Canteen, and would make short work of viniculture and its people in this State and the wreck would carry the raisin industry with it.

So you gentlemen in the country would better not consider the Suffragette movement as something funny, because it isn't. A word to the wise.

## Texas Contest on Prohibition Traced to Standard Oil

THE Texas campaign is really the fag-end of the prohibition wave which has for some years been sweeping over the South. Curiously enough, the charge has been repeatedly made that the greatest impetus was given to it in Texas by the Standard Oil Company. The supporters of this theory point to the circumstantial evidence. Attorney General Davidson had been pursuing the Waters-Pierce Oil Company relentlessly; he had secured convictions which resulted in payments of \$2,000,000 into the Texas treasury in fines. Mr. Davidson was recognized as the next Democratic candidate for governor. Suddenly, as a bolt from the blue, there opened with apparently unlimited resources a startling and thorough campaign for State-wide prohibition; the minds of the people were swiftly diverted from 'trust busting' and Mr. Davidson, who, as a Democrat, believed that the people should be permitted to vote on the subject of local option under some system of home rule, was forgotten and thrust aside."—Philadelphia Public Ledger.

### TEXAS VOTE SHOWS PROHIBITION BEATEN BY DRY COUNTIES.

The fate of the State-wide amendment in Texas turned upon the action of local option counties. Twenty-one of these were lost to the State-widers, these giving anti majorities totaling 3,405 votes.

Ten counties in wet territory voted for State-wide, giving a total majority for the amendment of 992 votes.

In partially dry territory 19 counties gave anti majorities and five gave pro majorities.

Analyzing the vote by counties gives the following results:

Eighty-nine counties gave an anti majority.

One hundred and fifty-three counties gave a pro majority.

In dry territory the pros lost 21 counties, which gave a majority of 3,405 votes against the amendment.

In wet territory the anti lost 10 counties, which gave a majority of 992 for the amendment.

In partial dry territory 19 counties gave an anti majority of 5,136 votes; five counties gave a pro majority of 1,027 votes.

The pro majority in wet and partially wet territory was 2,010 votes. The anti majority in dry and partially dry territory was 8,487.

Two elections to determine whether the people want wet or dry towns will be held in Amador County in the near future. One will be held at Ione on Tuesday, September 19, and the other in Supervisorial District No. 2.

## OBITUARY

### James Levy

JAMES LEVY, founder of the old and widely known distilling firm of James Levy & Brother, of Cincinnati, died from heart failure on July 26th, at his summer home in Charlevoix, Michigan. The deceased, who was affectionately known by his friends as Uncle Jim, was a fine type of Jewish gentleman, one whose death leaves a vacancy which will be felt by the trade all over the country.

Mr. Levy was 84 years old at the time of his death, being born at Ferth, Wurtzburg, Germany, in 1827. Because of political troubles in which he became involved, he left that country for America before he was thirty years old, settled in Cincinnati, where, with his brother Albert, he engaged in the wholesale liquor business. The firm handled nothing but straight Kentucky whisky, which through its efforts owes much of the popularity it has since attained.

As a salesman James Levy was a marvel, and was one of the best judges of whisky in the country. By his great executive ability and good judgment he built up the reputation of many of the old well-known brands, such as "Mellwood," "McBrayer," "Old Ripy," "Old W. S. Stone," and many others. For such brands, the highest classed output of Kentucky, a national reputation was obtained by the skillful management and wise distribution of the firm.

The firm of James Levy & Bro., consisting of Mr. James Levy and Albert Levy was established in 1858. In 1892 Albert Levy retired and his son, Harry M. Levy, and Geo. W. Harris were taken into partnership, which continued for five years, at which time (1897) James Levy retired.

In 1902 David I. Johnson of Cincinnati and W. H. Harding of Brooklyn were admitted as partners. This combination of partners endured until July 1, 1907, when Messrs. Harry Levy, Geo. W. Harris and W. H. Harding retired and the business was organized as a corporation under the name of the Susquemac Distilling Co., the principal owners of which were Morris F. Westheimer and David I. Johnson.

The deceased, who never married, was a bountiful giver throughout his life, and ready to help those less fortunate than himself. He was distinguished for his kindness of heart and dislike of ostentation. His many charities endeared him to all who appreciated his generous character, and his death will be mourned by all who knew him.

### How Slight the Effect

THE American Grocer gives the consumption of spirituous and malt liquors for the fiscal year just ended at 21.86 gallons per capita, and it says that the average for the last three years has been 21.71.

It says that these beverages cost the people of the United States \$1,598,921,416; of which \$909,072,257 was expended for malt liquors, \$573,206,487 for spirituous liquors and \$116,642,672 for wines. It also declares that the American people spent last year \$194,036,995 for coffee, \$33,898,479 for tea and \$10,000,000 for cocoa.

These drinks, according to the American Grocer, average \$18.90 for every man, woman and child in the United States.

In commenting on these figures, the Pontiac (Mich.) Gazette says that they "afford boundless room for speculation as to the reason of the variations from year to year, and they are also instructive as showing how slight is the effect upon the aggregate consumption of all the effort that is expended to regulate and control the matter."

## CORRESPONDENCE

EDITOR PACIFIC WINE AND SPIRIT REVIEW—Dear Sir: Under separate cover I am sending you a copy of a pamphlet recently written by the Danish Minister to the United States, Count Carl Moltke, in Washington, D. C., and dealing with the organization of the free port of Copenhagen and its importance for trade relations between the United States and Denmark.

Undoubtedly, when the Panama Canal is opened, California wines will find new and enlarged markets in Denmark and the other countries of Northern Europe, and the free port of Copenhagen will then offer the most excellent opportunities for transshipments of wines from this Coast to Russian, Swedish and German places along the Baltic Sea.

Already quite a few American firms in the Eastern States have made Copenhagen their headquarters for their trade in Scandinavia, Russia and Northern Germany, and are finding it to their advantage to keep goods in storage in the free port, from which, with very little expense and without payment of duty, the goods can go to any place wanted on the Baltic Sea or elsewhere.

For this reason, I have thought that the said pamphlet might be of interest to you and shall be glad to go further into details, should you wish so. Very truly yours,

J. E. BOGGILD,  
Acting Danish Consul.

San Francisco, Cal., August 1, 1911.

### AMERICAN WINE GROWERS' ASSOCIATION.

#### Officers for 1911.

President—Walter E. Hildreth, of the Urbana Wine Co., Urbana, N. Y.

First Vice-President—Percy T. Morgan, of the California Wine Association, San Francisco, Cal.

Second Vice-President—George E. Dewey, of H. T. Dewey & Sons Co., Egg Harbor, N. J.

Treasurer—L. J. Masson, of the Pleasant Valley Wine Co., Rheims, N. Y.

Secretary—Lee J. Vance, of the American Wine Press, New York City.

Member Executive Committee—Edward R. Emerson, of the Brotherhood Wine Co.

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D. Bauder, Pleasant Valley Wine Co., Rheims, N. Y.

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D. H. Maxfield, Naples Valley Cellars, Naples, N. Y.

L. R. Ryckman, Ryckman Wine Co., Brocton, N. Y.

Geo. C. Schon, The Lenk Wine Co., Toledo, Ohio.

P. C. Rossi, Italian-Swiss Colony, Asti, Cal.

Henry R. Gundlach, Gundlach-Bundschu Wine Co., San Francisco, Cal.

C. J. Wetmore, Wetmore-Bowen Co., Livermore, Cal.

S. Guasti, Italian Vineyard Co., Los Angeles, Cal.

Alfred Stern, Chas. Stern & Sons, Los Angeles, Cal.

H. Blatz, Sierra Madre Vintage Co., Lamanda, Cal.





### National Brewery's Proud Record

It is now just fifty years ago since John F. Gluck and Charles E. Hansen first began the brewing of beer on the corner of Fulton and Webster streets, and the passing of the half century mark would appear the proper time to call attention to the National Brewery, which from the same locality still continues to serve its thousands of customers with one of the best and purest malt liquors to be found on the Pacific Coast. As in 1861 so in 1911, the National beer ranks with the best in the market.

When in 1885, the much enlarged and perfected plant commenced to make lager beer, the first brewed in San Francisco, another great important industry was started by those skilled master brewers, to whose energy and business foresight must be attributed the present success of this old established brewery. When they retired they left as the monument of their labor and usefulness, an establishment at once a credit and a source of wealth to the city and State.

Happily the men who succeeded them were worthy of the trust. As the science of malting and brewing advanced, the methods employed at the National kept equal pace, with the results that the character and quality of the beer produced was right along in the front rank of excellence. With additional demand for lager beer came the science of bottling. So the brewery was supplied with an up-to-date extensive bottling department, fitting it to supply not only the Pacific Coast but the Orient with perfectly brewed, aged and bottled beer, prepared under such hygienic conditions as to be not only a delightful, strengthening and thirst-quenching beverage, but a health-giving tonic, containing medicinal qualities of no mean order.

With the improvements perfected, came increased demand, to meet which the enlargement of the brewery was necessary. So the brewery grew and grew, until the early establishment of John F. Gluck and Charles E. Hansen now occupies almost an entire city block, while "National Beer" has become a noted brand, the purity of which is guaranteed by the Federal Government.

The brewery is now managed by a corporation, with the following board of directors: George F. Volz, president; Justus Hansen, vice-president; C. G. J. Josne, secretary and treasurer; C. R. D. Hansen and H. W. Hansen, and last, but by no means least, it has celebrated its fifty years of usefulness and success by suitable advertising, one means being a beautiful work of art, showing a cowboy advancing at full gallop, his horse's head showing life and speed, while in his right hand he holds a bottle of the incomparable National beer, to be known in the future as the "Best in the West." True you only see the bottle, the arm and the man's and horse's head, but all are so ably drawn that the rest of the picture flashes upon the imagination. So both picture and beer are works of art, and it is only natural for the public to say: "Let us enjoy both!"

At Bakersfield the Royal Arch has taken a positive stand in enforcing the law in regard to youngsters frequenting saloons in that town, and while it is said that in the majority of cases the law is being obeyed in this respect the organization of saloon men is going to see to it that the houses which are disobeying the law be forced into line.

### Liquor In Dry States

TWENTY million gallons of liquors are shipped annually to consumers in prohibition states, according to information developing as a result of an investigation conducted by the Interstate Commerce Commission into express charges on liquors in packages.

United States courts have held that this traffic is legitimate and that state courts have no authority to interfere with liquors shipped from one state to another. The goods are exempt from seizure as long as they remain in the original packages.

The history of prohibition in states where such laws have become effective has been that their operation builds up great "mail order" liquor houses in adjacent states. For instance, when Georgia "went dry" the "mail order houses" in Jacksonville sprang up like mushrooms in the night.

The only remedy open to the prohibition states would seem to be to pass a law forbidding the purchase of liquor. None has attempted this to date. All have contented themselves with forbidding the manufacture and sale.

It would be taking a long step to penalize the man who buys and make him bear the burden equally with the citizen who sells. One can imagine a lively little contest developing in the prohibition states, such as would make all previous battles waged on this subject look tame by comparison.—Seattle, Washington *Times*, August 6, 1911.

### Kansas the Horrible Example

IF all we hear of the injury done by prohibition to the State of Kansas is true, that State can certainly be taken as a "horrid example" of the evil effects of that disastrous doctrine. According to the census reports there are only six license States in the Union that do not have from two to three times the bank deposits per capita that Kansas has. Kansas has 14,000 illiterates; Nebraska with its saloons has only 7000. Since prohibition was adopted in Kansas (1880) the population has increased only 694,853; while Missouri, with its saloons gained 1,124,955. Los Angeles, under regulation gained only a few thousand less during the last ten years than did the entire State of Kansas under prohibition. (Kansas gained 220,000 and Los Angeles 216,000). There are only eighteen people to the square mile; and it is the twenty-second State in the Union in rank.

At Spokane it is held by the city commissioners that the bars of all the clubs in that city must take out licenses unless the commissioners amend the present saloon ordinance.

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## OF INTEREST TO RETAILERS

### Local Option Law One-Sided. Liquor Dealers Claim They Were Deceived.

It has now been definitely established that, under the new Wyllie local option law, a vote against saloons is mandatory on the licensing body, but a vote for saloons may be completely ignored, notwithstanding the fact that the measure passed the Legislature in the guise of a majority rule. The liquor dealers claim they were tricked; while the Anti-Saloon League, taking advantage of the opportunity given them are preparing to call elections in nearly half the counties of the State.

That the new law is one-sided came as a surprise to many of those who worked for it. Every one seemed to be under the impression that the measure simply put the liquor question in the hands of the people and made their wishes supreme whether they voted for or against saloons. But Rev. D. M. Gandier, legislative superintendent of the Anti-Saloon League, says:

"A vote for license at a local option election does not place supervisors or trustees under the least obligation to issue licenses or to provide in any way for the liquor traffic."

It seems from this that the League does not want the will of the people to be supreme unless they vote for prohibition. The decision of the attorney for the Knights of the Royal Arch bears out this reference. He says:

"The term 'local option' as applied to this law is a misnomer. It is a well conceived scheme to create and maintain prohibition. For notwithstanding even an unanimous vote in favor of saloons, the licensing board is expressly permitted to ignore the people's vote and declare the territory dry. But, on the other hand if only one-half of the votes are against saloons the board is compelled to refuse to issue licenses and revoke those in use."

The Merced Sun of July 25th, said: "The law is a delusion and a snare in that it is ostensibly a majority rule proposition, whereas in reality it is nothing of the kind. It gives one side a great advantage over the other and that condition of affairs will not be approved by fair-minded people no matter what their views on the saloon question may be. There are thousands of voters in the State opposed to saloons who will have nothing to do with an anti-saloon fight based on trickery. It is a crooked law."

The Anti-Saloon League kept the powerful wine interests of the State from opposing the bill by incorporating a provision exempting wineries. Now they have issued a statement to their workers, which shows that the wine men were tricked. The statement follows:

"After you have closed the saloons by means of a local option election you should then go ahead and by means of initiative, close the wineries and breweries."

Yet the League insists that their local option bill is not a temperance measure.

Two petitions have been filed with the Supervisors of Siskiyou County asking that body to call an election on the license question. Under Ordinance No. 70 all the saloons in Siskiyou County were closed, outside the incorporated cities. It is understood the Supervisors are in favor of rescinding that ordinance, but desire the elections to be held to demonstrate the wishes of the people.

### Risky

Two impecunious Scotsmen once came upon a wayside inn. They had only "saxpence" between them, so they ordered one "nip o' whisky."

They were hesitating who should have the first drink, when an acquaintance joined them.

Pretending that they had just drunk, one of them handed the newcomer the whisky, requesting him to join them in a drink. He did so, and after a few minutes of painful suspense said: "Now, boys, you'll have one with me?"

"Wasna' that weel managed, mon?" said one to his companion afterward.

"Ay," said the other, "but dreadfu' risky!"—*Ideas.*

### Up Against the Bars

Old King Cole was a merry old soul;

A merry old soul was he!

He called for his pipe, and he called for his bowl,

And he called for his fiddlers three.

But only two of the fiddlers came;

The third, they said, was barred

From earning his living thenceforth, because

He carried no union card.

Nor came the pipe with its fragrant weed,

Nor the bowl with its golden brew;

For all such things had been driven from court by the W. C. T. U.

—*New York Evening Post.*

At the recent election held at Colton that city defeated prohibition by the narrow margin of 104 votes, out of a registration of 1025. The liberal element were jubilant over their victory even though it was a tight squeeze for them.

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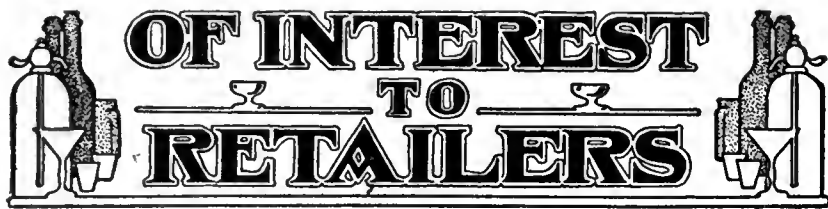
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### Terrific Indictment of Prohibition.

**L**OUISVILLE, KY., August 21.—In the last twelve months the consumption of liquors broke all records, and the people of the United States consumed over 8 million gallons more of whisky and over 113 million gallons more of beer in the fiscal year ending June 30, 1911, than they did in the fiscal year ending June 30, 1910, is the announcement of the National Model License League, which has just received the official figures from R. E. Cabell, U. S. Commissioner of Internal Revenue.

The total consumption of distilled spirits for the year just closed was 134,600,193 gallons as compared with a consumption of 126,384,726 gallons in the previous year.

The total consumption of beer for the fiscal year of 1911 was 63,216,851 barrels or 1,059,381 gallons as compared with 59,544,775 barrels or 1,845,888,025 gallons for 1910.

The combined increase is 121,049,823 gallons which represents an increase of 1.3 gallons per capita, using census figures. The total per capita consumption is now 22.29 gallons.

The highest previous consumption of distilled spirits was for the year 1907. The slump that followed that year continued until 1909 and then took an upward turn to the present apex.

Following the receipt of the Commissioner's telegram, T. M. Gilmore, President of the National Model License League, issued the following statement:

"The Commissioner's figures constitute a terrific indictment of the prohibition movement as a failure and a farce. The movement that has spread prohibition over more than one-half of the map began in 1893. At that time the per capita consumption of liquor was about 16½ gallons, and now after all the "whitening" of the map by the Anti-Saloon League it is 22.29 gallons. If the prohibition movement had not been checked in the past few months it would be difficult to put an estimate on the increase that would have been caused by adding to the territory in which people buy in wholesale lots and consume accordingly.

"An increase in the amount of liquor consumed in license territory may mean nothing more than business prosperity and an increase in temperate drinking, but an increase in the consumption of liquors in "dry" territory must be interpreted as an increase in lawlessness and intemperance."

**T**HE Eagle Brewery of San Jose, of which J. W. Bourdette, of San Francisco, is president, is about to have its capacity enlarged. It was recently announced that a block of stock had been sold, and that plans have been made to largely increase the output of the plant. The stock in question, it is understood, has been purchased by San Francisco capitalists, but the rumor that there was about to be a change in the control of the corporation is denied. The proposed alterations will necessitate a readjustment of part of the plant, and it will be a year probably, before the addition, which is estimated to cost \$100,000, will be in working order.

Although Siskiyou County is supposed to be dry outside the incorporated towns, as usual in such districts illicit selling of liquor has flourished. Recently Fred W. Grunderlach was convicted of this offense in Weed, and was fined \$500.

### Eagles Had a Big Time

**T**HE Eagles from all over the United States and Canada visited San Francisco during the month for the purpose of holding the Grand Aerie. They were here in thousands, and if we can believe them had the time of their lives. They had the comfort of the most agreeable summer weather they ever experienced and they enjoyed the boundless hospitality of this city, which is famed for its open door. These thousands of Eagles returned to their homes enthusiastic boosters for the city by the Golden Gate and for the great Exposition to be.

### Now For the "Blind Pigs"

**W**OODLAND, Yolo County, is now a dry city, all the saloons having locked their doors at midnight on the last day of July. From local reports it appears that hereafter the town will have to get along without alcoholic liquors, except where supplies were laid in before the stock on hand began to fail. The breweries and other distributing agents were overwhelmed with orders, and the saloons are said to have been well cleaned out previous to the hour that the local option law went into effect.

At Pasco, Washington, a restraining order enjoining the city officials from paying expenses incurred by the Local Option election held in that city, July 6th, has been issued by the United States Court Commissioner, on the grounds that the holding of the election was illegal. The consensus of legal opinion is that no local option election could legally be held prior to 1912. It is simply a test case in order to find out the correct interpretation of the laws enacted by the legislature of 1909 in regard to local option matters.

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## COGNAC AND ITS ORIGIN

IT is rather curious to notice how very important some towns are in the public eye, compared with others whose population and commerce should give them greater pre-eminence. Cognac is an instance of this.

Were the population of Cognac proportioned to its fame, it is safe to say that it would go very near to overshadowing Paris or even London. But notwithstanding this, it remains, comparatively speaking, an old-fashioned country town, and one, moreover, which forms an interesting link between the chivalrous times of France and our modern life. Nay, the chroniclers and the historians claim a much more ancient origin for it than even that. From a paper now before us we see that the historian speaks of it as having existed as far back as the conquest of Gaul by Julius Caesar. Its position on a navigable river, proximity to the ocean, combined with the fertility of the soil of the surrounding country, would no doubt mark it out in the earliest times as a probable seat of commerce.

However that may be, it was of sufficient importance to become a residence of a king as far back as 1494, Francis the First having been born there in that year. The court seems to have resided there for some time permanently, and then at intervals, from which circumstance it may be inferred that the town greatly benefited and prospered.

Indeed, looking at the beautiful churches, remains of great abbeys, fine old-timbered mansions still existent, together with the Chateau Francois Premier, one is insensibly led back to the stirring times depicted by Dumas and Mr. Stanley Weyman, upon the latter of whom, although a foreigner, the mantle of the former powerful writer seems to have in these latter times fallen.

It would take too long, even if we had the material in hand from which to construct the story, to tell of the great battles between the English and French from time to time in this neighborhood, during the periods when the Kings of England claimed to be Kings also of France, and tried to enforce what they supposed were their rights by the "mailed fist." Later, the French themselves, Protestants and Catholics, made this part of France desolate for years by their struggles for supremacy, the result of which we all know.

Slowly but surely the times changed, and the peaceful ways of commerce gained the upper hand in France as in England after the great barons lost their power.

The origin of the brandy trade as a world's commerce is of comparatively recent date, although the distiller's art flourished many centuries ago. It is to the credit of the Dutch.

From a small brochure before us, it would appear that the sailor-merchants of that then enterprising people were in the

habit of visiting the Charentes to purchase from the farmers the clarets and white wines of those districts. In this way they became acquainted with a cordial distilled from those wines and called by the people "Eau de Vie" or "Water of life." They seem to have taken most kindly to that cordial, if we are to believe the poet, who sings:

Mynheer Van Dunck,  
Though he never was drunk,  
Sipped brandy and water gaily,  
And quenched his thirst  
With two quarts of the first.  
To a pint of the latter daily.

Anyway, to the Dutch traders, the sublime "Eau de Vie" found its way into all the markets of Europe. This trade commenced some time in the sixteenth century, and has been going on ever since.

Up to about 1550, it may be said that the "Water of Life" ("Eau de Vie") brandy had been confined to apothecaries' shops, and its manufacture to alchemists; but once a general demand for the marvellous liquid began to grow, and its production began to spread, the consumption of wine as brandy, and to make brandy for about seven casks of grape juice went to make one of spirit—took an enormous development, and the forests of cretaceous poor land of Angoumois and Saintonge, for instance, rapidly disappeared before the white wine called the "Folle Blanche," which laid the foundation of the "Fine Champagne" of Cognac, the oldest mention of which is made by a local celebrity, Francois de Corlieu, in 1576 as "une Contree en Engoumois (Angoumois) qu'on appelle 'Champaigne' (champagne) qui porte grande quantite de vins excellents, qui par la riviere Charente se transportent aux autres parties du Monde."

Cognac, we know, like other fruit brandies, acquires by long keeping that peculiar mellowness and delicacy of flavor which is found only in old spirits, and which determines their value; but long keeping involves loss of interest on capital and a considerable amount of shrinkage through evaporation in the cask. The refining of wine distillates takes place chiefly in wooden casks, these products undergoing but little change if they are kept in glass vessels after distillation. It has therefore been assumed that the wood of the casks plays an important part in the process.

Bert Levy, of Levy & Rowe, proprietors of the Cabin, at 105 Montgomery Street, and 1804 Geary Street, announces that he has purchased the long established and well-known Lake County House, at Middleton, Lake County, this State. Mr. Levy will conduct the establishment in person and give, we are sure, the best possible service that can be obtained in the whole county. His friends should remember him when in that section. Mr. Levy will retain all his interests in San Francisco.

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1871 GATO 1871

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# — MARKET — CONDITIONS

## Crop Conditions

**ELSEWHERE** in this number of the REVIEW will be found a comprehensive report from representative wine growers showing the condition of the California wine grape crop on August 20th. From these reports it will be seen that the crop is a handy one. By this we mean that it promises to be not too large for the demand. The unsatisfactory feature of the situation is that the vintage is from three to four weeks late and the grapes need a lot of hot sun to bring the sugar up to the right figure. In the sweet wine district, at this writing, Old Sol is doing good business, the temperature at Fresno showing 102 degrees. If the usual weather conditions prevail in October the vintage should come through in good shape; but we have experienced a remarkable summer in the Coast counties and there is always the danger of early rains. Such rains on this crop, owing to the lateness of the grapes in ripening would be very destructive. Let us hope for a late, dry Fall, as we need the wine.

**DRY WINES:**—The export figures of wines by sea indicate that, notwithstanding the off season, a really good volume of business has been done, as compared with the two preceding years.

The figures for the month ending August 20, show 678 cases and 1,029,347 gallons, valued at \$366,274. This is a substantial gain over the same month of 1910 and is double the figures of 1909. All of which goes to show that the California Wine Industry is making real and substantial progress.

Imports during the month were 2,076 cases, 10 barrels, 159 casks, 1 butt, and 32 octaves.

**BRANDY:**—There is no particular feature in the market. The definite fixing of prices of grapes in the San Joaquin Valley, the figures of which appear elsewhere in this issue, will result in numerous important contracts for brandies to be made.

Production in the three districts for the month of July was exceptionally small. The total being 2665 tax gallons. There were 34,729 tax gallons tax paid. There remained in bond July 31st 2,392,874.8 tax gallons.

Imports by sea were 639 cases, 26 octaves, 113 casks and 1 vat.

**WHISKY:**—Trade during the month has been quiet throughout the Coast, with the exception of exports to Alaska, which have brought the volume up to a very good figure. The totals were 558 cases, 6455 gallons, valued at \$22,151. This shows a healthy condition. Of this amount of business 294 cases, 5197 gallons, valued at \$15,681, went to Alaska. Imports by sea were large as to case goods, the figures being 5219 cases, 195 barrels, 10 octaves, 189 casks, 4 quarter casks and 1 barrel. Receipts of gin were 3109 cases, 57 barrels, 15 octaves and 16 casks. Miscellaneous exports by sea were large, the total value being \$23,230.

**IMPORTATIONS:**—Business with the importers is in sympathy with other branches of the liquor trade. There is no question that the present local political campaign has a great deal

to do with the quietness that pervades the trade in this city. It is certainly a fight to the finish and it is being made in the open. There are very strong indications that there will be a new administration and improved business conditions, as a result of the primary election which will be held on September 26th. Imports by sea were nominal volume as shown herewith.

**IMPORTS BY SEA:**—Wine, 2076 cases, 10 barrels, 159 casks, 1 butt, 32 octaves; Whisky, 5219 cases, 195 barrels, 10 octaves, 189 casks, 4 quarter casks, 1 hogshead; Gin, 3,109 cases, 57 barrels, 15 octaves, 16 casks; Brandy, 639 cases, 26 octaves, 113 casks, 1 vat; Vermouth, 2,679 cases, 5 barrels; Liquors, 431 cases, 1 crate; Ginger Ale, 2 cases, 280 barrels; Beer, 560 cases, 285 barrels; Stout, 150 cases 505 barrels; Sake, 524 cases, 816 casks; Mineral Water, 838 cases, 60 casks; Punch, 50 cases; Rum, 100 cases, 1 octave; Amer Picon, 550 cases; Spirits, 1 cask; Benedictine, 245 cases; Absinthe, 150 cases; Ale, 200 cases; Champagne, 1,285 cases; Root Beer, 890 cases; Cordials, 20 cases; Prune Juice, 6 cases; Cider 30 cases; Bitters, 251 cases.

**IMPORTS BY RAIL:**—Wine 22 cases; Liqueurs 1 case; Lime Juice, 25 cases.

**BEER:**—Beer business in the interior makes a good showing, not only because of the proper season for beer drinking, but the fact that the weather has been favorable. In this city the remarkably cool weather continues. All of which does not tend to increase the consumption of malt liquors.

Exports, by reason of the Alaska demand, were unusually large, the figures being 1,484 packages bottled, 138 bulk valued at \$15,924. Imports by sea, foreign were 560 cases, 285 barrels; stout 150 cases and 505 barrels; ale 200 cases.

Imports, domestic, from Seattle, by sea, were 1 case, 50 casks, 355 hogsheads, 910 barrels 90 half barrels, 250 quarter barrels, from Tacoma, 830 hogsheads, 650 barrels, 676 half barrels, 958 quarter barrels. There was a large quantity of beer in transit.

## Wine Men to Confer With Exposition Directors

**THE GRAPE-GROWERS' ASSOCIATION** of California has decided to ask the directors of the Panama-Pacific International Exposition to hold a joint meeting for the purpose of arranging plans for an imposing display of the viticultural industry of California, one of the most important of the State, at the great exposition of 1915. The association has appointed the following committee to meet the directors of the exposition: B. R. Kittredge, P. C. Rossi and H. F. Stoll, of San Francisco, M. F. Tarpey of Fresno, Secondo Guasti of Los Angeles and E. M. Sheehan of Sacramento.

**A** GRAPE festival at Escondido and no wine, is the rather curious state of things which has been brought about by the directors of the festival giving heed to the wishes of the W. C. T. U. and the Ministerial Union. So the munificent premiums aggregating \$3 which were offered by the Escondido Grape Day Association for wines products of the valley have been withdrawn. What humbug!

El Cajon is now the scene of a prohibition movement, and the Wyllie Local Option Law will, it is said, be used to force the County Board of Supervisors to revoke the table-license of a local hotel. The besotted ignorance of communities which for the purpose of fanaticism seek to destroy the tourist trade, which has built up the entire neighborhood around El Cajon—in fact, the whole coast—is too dense to be penetrated by common sense.



## Grape Growers Form Strong Organization

SECRETARY H. F. Stoll, of the newly organized Grape Growers' Association of California, reports that he has been very successful in enlisting the co-operation of the winemakers and grape growers everywhere. In Los Angeles, Mr. Secondo Guasti, of the Italian Vineyard Co., and Mr. Herman Blatz, of the Sierra Madre Vintage Company, paved the way for a well-attended meeting, at which 25,000 tons were signed up on the spot.

At St. Helena, W. W. Lyman, William Bornhorst and Mr. G. de Latour called the vineyardists of Napa Valley together, while in Santa Clara County William Wehner, J. A. Corotto and J. A. Hicks used their influence to get the people in their section in line.

Mr. Stoll was present at the annual stockholders' meeting of the Lodi Co-operative Winery on Saturday, August 12th, and says that one of the pleasant features of the enjoyable day, was the presence of at least fifty of the charming wives and daughters of the prosperous grape grower stockholders, who provided all sorts of good things for the luncheon served on long tables that extended between the huge tanks in the winery.

There at noon, after listening to a most encouraging yearly report, nearly 200 people sat down to feast and make merry. As their guests of honor, the directors had Mr. L. R. Rogers, of Las Palmas Winery, Mr. M. F. Tarpey, of La Paloma Winery, and Mr. A. Mattei, all of Fresno, who delivered interesting addresses on the work of the "Independents" later in the afternoon.

At Concord, on Saturday afternoon, August 19th, Mr. Stoll addressed the grape growers of Contra Costa who had gathered in Odd Fellows' Hall at the request of Frank Swett. On August 29th, he attended a meeting called by E. M. Sheehan in Sacramento.

On September 9th, Mr. Stoll is to be present at the annual stockholders' meeting of the Elk Grove Vineyard Association, and later he will address a meeting at Fresno, which is being arranged by A. Mattei, and another at Livermore, at which C. H. Wentz will preside.

Mr. Stoll plans to wind up his campaign for funds in Sonoma County, where he has been promised the assistance of Senator L. T. Juilliard, to whom the wine industry of this State is greatly indebted for the valiant fight he put up in their behalf at the last session of the Legislature.

In our next issue we will print the full list of those who have agreed to contribute to the campaign fund of the Grape Growers Association of California. It will prove interesting, for it will show at a glance the true friends of California's valuable viticultural industry. Every one has had a chance to be placed on this roll of honor, and if they refuse to co-operate or neglect the opportunity, the natural inference will be that they do not consider their investment worth protecting or that they are perfectly willing to let some one else bear the burden of the expense of a necessary educational campaign.

During the present month the new Board of City Trustees at Middletown, Marin County, raised the cost of saloon licenses from \$125 to \$200 a year, the new measure to take effect January 1st, 1912.

Mr. P. A. Berg of the Truckee saloon, in Truckee, has gained popularity through handling the "Castlewood" brand of whisky. The high quality and purity of this fine whisky has built up a fine business for Mr. Berg, who is the sole distributor of that celebrated brand in Truckee. Cartan, McCarthy & Co., San Francisco, are sole agents.

## Another Record Broken

THE stork has certainly been good to the employees of the Italian-Swiss Colony. About four months ago, their advertising manager, H. F. Stoll, bolted out of the office one morning as if he were anxious to catch a train. But when he reappeared the next day, it was whispered about the office that a baby girl had made her appearance in his home and everyone showered him with congratulations.

One day, two months later, A. C. Stelter came to the office wearing a particularly broad grin on his face, and it presently leaked out that he had become the proud father of a fine little boy.

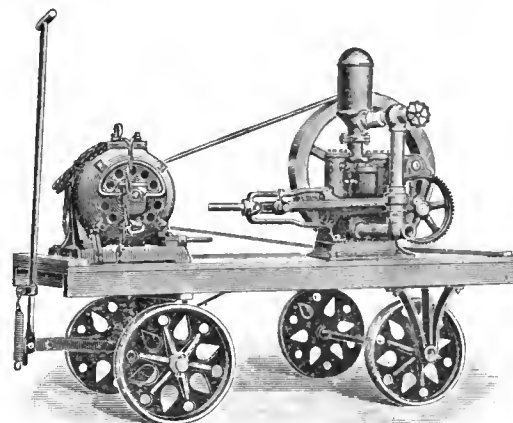
However, the laurels rested on his manly brow only a short month, when John Reimers, brother-in-law of Mr. S. Federspiel, swelled out his chest one sunny morning and announced that another native son had been added to the population of Alameda.

This is a record of which the Colony may well be proud. It eventually means two more votes against prohibition and possibly three, for when the tiny Miss Stoll reaches her majority, suffrage will most likely be an accomplished fact, and she will have an opportunity to cast her ballot at the polls just the same as the Messrs. Stelter and Reimers.

Three cheers for the Italian-Swiss Colony, famous for fine wines and fine babies.

Keep up the good work, boys!

## LASH'S BITTERS TONIC LAXATIVE

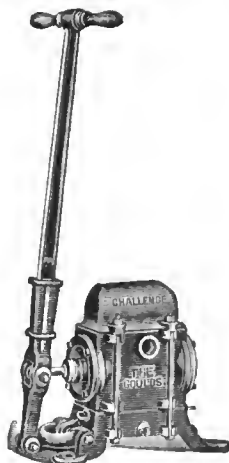


**Gould's  
Pyramid Pump  
and Electric  
Motor**

MOUNTED ON TRUCK FOR  
WINE CELLARS

Gould's Pyramid Pump and Electric Motor  
Mounted on Truck for Wine Cellar

This Pump and Motor complete, as per cut, is especially constructed for Wine Cellar use, being self contained and mounted on a neat truck. Can be used in any part of cellar. The electric motor is easily attached to the electric wire by means of electric cord. During the past year we have sold a large number of these Pumps fitted up in this manner and they have given the very best of results. This outfit can be used for pumping water or any other liquids. Pump has a brass-lined cylinder and brass valves. We are prepared to furnish these outfits with Motor, Pump, Truck, Relief Valve and everything complete as illustrated in cut, ready for use, and with the following capacities: 1000, 1500, 2500, 4000 gallons per hour. WRITE FOR PRICES.



**Celebrated  
Challenge Double Acting Wine Pump**  
Used in All Wine Cellars

Of great compactness and power, for use in WINE CELLARS for pumping from one tank into another. The cylinders of our iron pumps are brass lined, the piston rod, valves and valve seats are brass. Our all-brass pumps are made entirely of brass, with the exception of the lever.

SEND FOR CATALOGUE

**Woodin-Little Pump House**  
33-41 Fremont Street  
San Francisco, Cal.

## Vineyard and Cellar

### Should Obey the Law

**D**E BARBIERI, a grape-grower and wine-maker in the neighborhood of Stockton, was convicted of selling his wine to laborers on the diverting canal without a license. Justice Parker fined him \$75, and in passing judgment said: "This defendant seeks to excuse his act of selling intoxicating liquor in less quantities than three gallons, without first taking out a license, on the ground that the wine was made from his own vineyard. The contention that one can retail wine without a license simply because it is made from his own grapes, is clearly erroneous. With equal reason any one might claim the right to sell whisky without a license just because it was distilled from his own corn. There is no merit in such a contention. Everywhere the manufacture and sale of intoxicating liquor is regulated by law. The courts have held that its sale is not an inherent right, but a privilege granted by the will of the people.

"Besides, from a commercial point of view, how manifestly unfair it is to the saloon man. Why should he be compelled by law to pay a heavy license to sell wine over the bar if his next door neighbor can sell it out of his cellar without a license? It would be the rankest injustice to exact a tax from one and not the other."

**O**N Sunday, August 13th, the delegates to the International Typographical Union Convention and their friends, in all numbering some 2000, were the guests of the California Wine Association at Winehaven, where they were shown over the wine cellars and other interesting details of the immense plant.

The visitors were first taken about the bay in launches, arriving at Winehaven in time for lunch. The party was in charge of J. J. Chaudet, chairman of the San Francisco entertainment committee, and among the prominent visitors were George Tracy, first vice-president of the International Typographical Union; Hugo Miller, second vice-president, and C. N. Smith. Members of the Richmond City Council were also guests.

No one can be more open to impressions than those connected with the printing business, and the visit of the delegates to Winehaven will advertise throughout the Union the immense importance to the nation of California's great twin industries—grape growing and wine making.

The Lachman & Jacobi Company, on August 9th, made another big shipment, consisting of 1000 barrels of wine, to Eastern points. During the past spring and summer this well-known firm has continued shipping California wines eastward in great quantity and in a manner which reflects credit upon its vast cellarage.

It is reported from Petaluma that Henry Seuger has been appointed the permanent superintendent at the Lachman & Jacobi winery to succeed William Reed, who recently resigned in order to assume a new position in San Francisco, Mr. Danner having been acting in that capacity but temporarily since Mr. Reed resigned. A local paper states that "the new superintendent has many friends here who will congratulate him on his splendid promotion. He has been one of the department heads of the institution for many years and for the past thirty consecutive years has been in the employ of Lachman & Jacobi.

**T**HE French-American Wine Company has begun the work of constructing a winery at Ukiah, Mendocino County, and has arranged with the railroad for a spur track to facilitate transportation of grapes and wine. When completed the plant will have a capacity of three hundred tons of grapes per day, and the power will be furnished by individual motors of eight horsepower attached to the wine press, seven horsepower running the elevators and three horsepower working the pumps. The winery will be of corrugated iron, 80x160 feet in extent. Next season the company intends to build a concrete structure for storing the wine. The building will be completed by September 1st. With the machinery and equipment for the winery the outlay will reach \$10,000.

A Sonoma County exchange informs us that it is the general opinion of vineyardists throughout that county that the price of wine stock will range from \$18 to \$20 per ton this season. The wine stock of past seasons has all been sold, leaving the cooperage of the wineries practically empty.

At Salmon City, Idaho, a petition for another local option election has been filed, which will probably be held in November. The issue of prohibition against high license will again be fought. About two years ago Lemhi County went dry by a majority of 65 votes in a total of about 1200.

## Winemakers



Do you really want to improve your Wines?  
Do you mind a little extra work with better results?

Read

**"Quality in Dry Wines Through Adequate Fermentations"**

by RUDOLF JORDAN, JR.

pp. 146. Illust.

A practical investigation regarding the value of the latest methods.

**Price \$2.00**

For sale at this Office.

## PROGRESS IS NOT DUPLICATION

Duplication exists only where things are exactly alike; progress comes with improvement. The ocean greyhound does not duplicate the antiquated sailing vessel; the trolley does not duplicate the horse car; nor do electric lights duplicate tallow candles.

In like manner the automatic telephone, with its instantaneous and confidential service, does not "duplicate" the obsolete manual method of telephoning, dependent upon the whim of the operator or switchboard disturbances and countless other factors.

### Temperance In California Wines

**P**ROFESSOR BIOLETTI'S bulletin on the wine industry of California is, on the whole, a flattering document. The distinguished specialist is not given to excess in speech, but he assures us that there is probably no grape-growing country where the grapes are better suited for making good sound wine, and, further, that they are seldom injured by diseases or inclement weather.

But there is a fly in the ointment, or, rather in the wine vat. It is alleged that our great natural advantages are, to an extent, counteracted by the backward method of many of our wine makers.

So long as this is taken to mean only that makers have not yet reached the perfection possible with their superior raw material, there is little room to cavil at the criticism. If, on the other hand, it is put forward as an explanation of the fact that our wine production, though increasing at an enormous rate, is still far short of its possibilities, the professor is in error.

However backward our methods, the industry has grown from a production of 29,161,198 gallons in 1904 to 45,500,000 gallons in 1910. That this creditable increase was not greater is to be explained by American taste in the matter of alcoholic beverages.

As a nation our dalliance with the wine cup is only metaphorical. We drink per head 19.79 gallons of beer, 1.43 of spirits and only .65 of wine. As against these figures we find France drinking 33.9 gallons of wine per head, Italy 18.5 and Portugal 18.3.

Or, to emphasize the disparity, while France produced in 1905 1,710,900,000 gallons of wine, the total consumption of the United States was only 35,059,717 gallons.

Those who preach the gospel of the grape in California are often accused of mercenary motives, yet there is a wealth of unanswerable argument to show that wine drinking countries are the most sober. Certainly it would be better for us as a people if we drink less of the ardent spirits, or even less beer.

People who drink beer are apt to think beer, and to be more gluttonous, since to get the required stimulus a greater quantity has to be consumed. Those who develop the spirit habit are easily led to excess, since they are apt to get drunk before feeling as full as they would like.

As the poet puts it—

Give me the white or crimson wine.

From tint to tint my fancy turns.

All hail the grape juice drink divine—

Beer bloats and whisky burns.

Wine is the happy compromise between the beer that bloats and the whisky that burns. Students of the Bible know that there is not a book in the Old or New Testament but makes references to strong drink, mostly to wine, and a great many of them are favorable. From Genesis we have: "And Noah began to be an husbandman, and he planted a vineyard." In Revelations there is the injunction to "hurt not the oil and the wine."

While many will hesitate to follow Timothy to the extent of no longer drinking water, they yet realize the wisdom of his advice that we should take a little wine for our stomach's sake.

When America heeds that command, at least to the point of a preference for wine as against spirits and beer, it will be better for Uncle Sam's head next morning and will incidentally benefit a California industry.—San Francisco Chronicle August 3, 1911.

PERKINS STERN & CO.  
1860-1878

STERN & ROSE  
1878-1887

## CHARLES STERN & SONS, Inc.

Producers and Distillers of

### CALIFORNIA WINES AND BRANDIES

Wineries and Distilleries at Los Angeles and Wineville, California

Proprietors of

**"THE PREMIER BRAND"**

153 and 155 Hudson St.

NEW YORK

51 and 53 W. Kinzie St.

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832 H. W. Hellman Bldg.

LOS ANGELES



Arnold Poppic, of Rusconi & Fisher Co., returned from the east a few days ago after a long and successful business trip. He is glad to get back to his home city.

L. W. Southwick, representing the Sonoma Wine & Brandy Company, of New York, visited Stockton during the month, inspecting the San Joaquin wine grape outlook. While there he was the guest of F. A. West.

Messrs. Martini & Rossi, of Turin, the shippers of the famous Martini & Rossi Italian Vermouth, and many other beverages, have been made Purveyors "By Appointment to the House of Parliament," England. W. A. Taylor & Co., New York are agents for the United States.

Winchaven is receiving additions and improvements which will cost the California Wine Association, it is estimated, \$250,000. Included in the above is the installment of a 600 horsepower motor, by the Western States Electric Company, which will furnish power for the entire plant.

C. J. Wetmore, of Cresta Blanca fame, was among the Panama-Pacific boosters who went to Astoria, Oregon, to assist in celebrating the hundredth anniversary of the founding of that thriving city. Mr. Wetmore returns highly enthused over the trip and what it means to San Francisco and the Exposition.

Word comes from Sebastopol, Sonoma County, that Mr. Gaye proprietor of the Valley View Winery, is shipping a large quantity of wine to San Francisco. The wine produced at this winery is of superior quality and in consequence is in great demand and commands a high price.

Edwin Hammer, Pacific Coast Manager of Alex. D. Shaw & Co., reports the regular demand for Plymouth Gin and Black and White Scotch as highly satisfactory. These two well known brands have a great following and the quantity of the goods consumed on this Coast is not only very large but rapidly increasing.

Archie MacKillop, general representative of the Crown Distillers in the Northwest, was in the city during the month on his return from an outing to the Southern part of the State. He had an enjoyable trip and returns to his duties with his usual vigor. He looks for a great improvement in local business after the coming primary election.

The readers of the REVIEW who are contemplating a trip to Los Angeles and who are not looking for a skyscraper hotel, with skyscraper prices, should make note of the address of the Hotel Victoria, at Seventh and Hope Streets. This is an exceptionally comfortable, home-like hotel, up-to-date and very reasonable in prices. It has quick communication with the heart of the city by numerous car lines, and the service is excellent.

It has really been a hard job for that well known Shriner Wm. E. Brodersen, of Wichman, Lutgen & Co., to break himself into his usual business habits again, after his recent extensive boosting trip to Rochester, New York. He reports that at the conclave, July 10 to 13th, "San Francisco 1915" buttons were distributed and worn by the majority of the Shriners present. Also ribbons bearing California poppies and the slogan "San Francisco 1915" were distributed, not only at the conclave, but by the attending members in the East, Canada and the Northwest. Also a few ribbons found their way into the Southern States. All doing business with Wichman, Lutgen & Co. will be pleased to see the smiling face and hear the pleasant voice of Mr. Brodersen once again in the Clay street office.

Miss Doherty, the executrix of the estate of the late George Delaporte, and well known to the trade in connection with that popular brand of whisky, "Yellowstone," has just returned from a most enjoyable trip to the National Park bearing the same name. She also visited British Columbia and the principal Northwestern cities this side of the line. We are glad she returned much benefited by her vacation, and ready to again take her place at the head of the growing business still bearing the name of that courteous and kind-hearted gentleman, the late George Delaporte.

The trade must certainly make it a point to vote for J. Emmet Hayden for re-election to the office of Supervisor. Two years ago Mr. Hayden received 22,000 votes, and his record in office during this period entitles him to as large or larger vote this time. Mr. Hayden is of the firm of Kilborn & Hayden of the Ferry Cafe and Restaurant, and the bars of the Sausalito ferries.



THIS TRADE-MARK REPRESENTS  
THE HIGHEST STANDARD OF  
EXCELLENCE, THE AMERICAN  
GENTLEMAN'S WHISKEY

RIPENED BY MATURITY, IN ABSOLUTE PURITY

**HUNTER  
BALTIMORE RYE**

Wm. Lanahan & Son, Baltimore, Md.



## Pure Food Judgment

### NOTICE OF JUDGMENT NO. 912, FOOD AND DRUGS ACT

#### MISBRANDING OF MARASCHINO CHERRIES.

On or about November 9, 1909, Isaac Rheinstrom, Maurice G. Rheinstrom, Robert I. Rheinstrom, and Walter L. Bodman, trading as the I. Rheinstrom & Sons Co., Ludlow, Ky., shipped from the State of Kentucky into the State of New York a quantity of a food product labeled: "Imperial Brand Maraschino Cherries, Artificially colored. \* \* \* Cherries in Maraschino \* \* \* Serial No. 3999, Pure Food Guarantee." Samples from this shipment were procured and analyzed by the Bureau of Chemistry, United States Department of Agriculture, and the product was found to contain no maraschino. As the findings of the analyst and report thereon indicated that the product was misbranded within the meaning of the Food and Drugs Act of June 30, 1906, the said I. Rheinstrom & Sons Co. and the party from whom the samples were procured were afforded opportunities for hearings. As it appeared after hearings held that the above shipment was made in violation of the act, the Secretary of Agriculture reported the facts to the Attorney-General with a statement of the evidence upon which to base a prosecution.

On June 22, 1910, a criminal information was filed in the District Court of the United States for the Eastern District of Kentucky against the above-mentioned copartners, charging the above shipment and alleging the product so shipped to be misbranding because it was labeled as above set forth when as a matter of fact the cherries were not maraschino cherries nor were they packed in maraschino.

On October 18, 1910, the defendants entered a plea of nolo contendere to the above information, whereupon the court imposed a joint fine of \$5.

This notice is given pursuant to section 4 of the Food and Drugs Act of June 30, 1906.

JAMES WILSON,  
*Secretary of Agriculture.*

Washington, D. C., May 25, 1911.

High prices for California hops are strongly predicted. With the promise of an exceptionally good yield of hops in California and comparative failures of the crop in other parts of the world, it is expected that the price of 30c a pound may be commanded by the grower of hops and that the figure may advance for this year's product as high as 40c and even 50c. This will more than wipe out the losses from poor or indifferent seasons for several years running. Most growers expected to obtain an unprecedented rate.

## TANKS THAT LAST

Water, Wine, Oil Tanks



Made of Selected Stock by Experienced Workmen

**GEORGE WINDELER, TANK BUILDER**

144-154 Berry St., San Francisco

Phone KEARNY 242 and J 2552

# SHERWOOD & SHERWOOD

We do not Rectify or Compound

## PACIFIC COAST AGENTS

—FOR—

J. H. Cutter Celebrated Kentucky Whiskies.

Burke's (Guinness's) Porter and Bass's Red Label Ale.

Dewar's Fine Old Scotch Whisky.

Keystone Monogram (Philadelphia) Rye.

Burke's Irish and Garn-Kirk Scotch.

Evan's Pale Ale and Stout.

G. & W. Canadian Rye Whisky.

Schramsberg California Wines.

Schlitz Milwaukee Beer.

Sherwood Robin Hood Whisky.

Mackenzie & Co's Spanish Sherries and Oporto Ports.

Feist Bros. & Sons' Rhine and Moselle Wines.

Holland Gin in wood and glass.

Anchor Brand New York Ciders.

Schweppe's Soda and Sarsaparilla.

Bass's Ale in wood.

#### SEATTLE

801 So. 1st Ave.

Phones:

Main 105

Independent 105

#### PORTLAND

9 and 11 N. 4th St.

Phone:

Main 2779

#### SAN FRANCISCO

41-47 Beale St.

Phone:

Kearny 1182

#### LOS ANGELES

346 North Main St.

Phones:

Main 670

Home A7804

BRANDY PRODUCED

OFFICIAL REPORT

FIRST DISTRICT—Month of July, 1911.		Tax. Gals.
Produced and bonded in this district, this does not include figures of production in the 6th (new) district.....		1,404.5
Received from other Districts, California.....		
Received from special bonded warehouse, other District, California .....		1,310.5
Transferred from distillery to special bonded warehouse, Eastern District.....		
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts .....		25,744.6
Exported .....		
Tax Paid .....		24,291.1
Used in Fortification of Wines.....		
Remaining in bond, July 31, 1911 .....		1,574,330.7

FOURTH DISTRICT—Month of July, 1911.		Tax Gals.
Produced and bonded in this district .....		
Transferred from distillery to special bonded warehouse, First District, California .....		
Transferred from distillery to special bonded warehouse, Eastern District .....		
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....		1,310.5
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....		4,219.7
Exported .....		26.1
Tax paid .....		6,467.0
Used in Fortification of Wines .....		
Remaining in bond, July 31, 1911 .....		584,739.5

SIXTH DISTRICT—Month of July, 1911.		Tax Gals.
Produced and bonded in this district.....		1,260.5
Transferred from distillery to special bonded warehouse, First District .....		
Transferred from special bonded warehouse to special bonded warehouse, Fourth District .....		
Transferred from distillery to special bonded warehouse, Eastern District.....		
Transferred from special bonded warehouse to special bonded warehouse, Eastern District .....		
Tax paid .....		3,971.0
Used in Fortification of Wines .....		
Remaining in bond, July 31, 1911 .....		233,804.6

Charles A. Wegener, secretary of the Sanders Copper Works, enjoyed a long trip through the East this summer, luckily escaping the extremely hot weather. He took an extensive automobile ride embracing New York, Boston, Chicago, Kansas City and other cities in the East and Middle West. He says that himself and friends boosted for San Francisco and the Exposition as they travelled around and that the natives of the parts visited failed to understand the reason for so much hilarity. In regard to the business aspect he found things quite as bad in the big cities on the other side of the Rockies as here. In fact everybody was complaining of the tightness of money, and asserted they were doing slow business. Many believed that the presence of so many Democrats in Congress was "as usual, a hoodoo," and declared that the attempt at tariff tinkering was already having the usual result.

At Princeton, Colusa County, an effort is being made to start a dry campaign. The fight will be confined to Princeton and the supervisorial district in which the town is situated and the

question will be submitted to the voters of the district as soon as possible. There are five or six saloons in Princeton. George West & Son, the well-known San Joaquin vineyard-ists and wine makers, have offered to the grape growers of the Victor District, east of Lodi, the following liberal contract by which the company agrees to pay for Zinfandel grapes \$9 a ton this year; \$10 a ton in 1912; \$11 a ton in 1913 and \$12 a ton in 1914. It also agrees to pay \$12 a ton for Alacanti Bouschet grapes this season. The company has also leased the Victor Winery three miles east of Lodi, and owned by the grape growers of that district, at a rental of \$3500. The lease binds the company to pay as high a price for grapes as the Co-operative Winery.

In July the winery of Joseph Oberti in Green Valley was destroyed by fire, entailing a heavy loss. The value of the property was about \$20,000 and included 100,000 gallons of wine, all the buildings, wagons, tanks and a large amount of cooperage material. The insurance on the buildings amounted to about \$3000 with a partial insurance on the wine.

Wine Machinery

Continuous Presses  
Crushers, Stemmers  
and Must Pumps

COMPLETE PLANTS  
FITTED OUT

Toulouse & Deloreux

405 Sixth St., San Francisco, Cal.

## The King and Queen in Edinburgh Laying the Foundation Stone of the Usher Hall

(COPY OF PRESS TELEGRAM)

THE most important civic function in which their Majesties took part during their state visit to Edinburgh was the laying this afternoon (19th inst.) of the Foundation stone of the Usher Hall by the King, and of a Memorial stone at the same time by the Queen. It was the great popular Royal event of the week. It may be recalled that so long ago as 1896 Mr. Andrew Usher, a member of the firm of Andrew Usher & Co., Distillers, Edinburgh, handed over to the City of Edinburgh the munificent gift of £100,000 (one hundred thousand pounds sterling) to be spent in the erection of a public hall where, in particular, good music at a cheap rate might be heard by all classes of his fellow citizens. Site difficulties have until now prevented the carrying out of his beneficent purpose and Mr. Usher unfortunately passed away before seeing any prospect of its fulfillment. It would have been a source of great joy to him had he lived to take part in so illustrious an inauguration

assemblage which included His Royal Highness the Prince of Wales and Princess Mary, the High Officers of State in attendance on Royalty, and quite a galaxy of the members of the peerage and County Families who had come to Edinburgh to attend the Royal Court at Holyrood. A notable group present were members of the family and relations of the donor of the Hall. Accompanied by a travelling escort of the Scots Greys, their Majesties drove from Holywood by Princes Street and the Lothian Road through magnificently decorated streets and were accorded by hundreds of thousands of people on the streets, grand stands, and at windows, a thoroughly Scottish welcome. At the site of the Hall, their Majesties had also a thrilling reception; the King and Queen were received by Lord Provost Brown and Mrs. Brown; a statement was made by the Lord Provost concerning the munificent gift of Mr. Usher to the City; the Minister of St. Giles offered prayer, and after the usual builders' preliminaries, the King in a workmanlike manner applied a trowel to the mortar, and afterwards tapping the stone with a mallet said in a clear voice, "I pronounce this stone to



A view of the Usher Hall, Edinburgh, Scotland



The late Mr. ANDREW USHER, Donor of the Usher Hall

of his scheme. In open competition the design of Stockdale Harrison & Sons & Thomson, Leicester, was accepted for a stately hall to hold 3,500 people, and the work, now that it has received so auspicious a blessing, will, it is expected, proceed apace. When the King was approached he at once graciously acceded to the request that he should lay the foundation stone of the Usher Hall and it was with the greatest pleasure and satisfaction that the citizens heard that Her Majesty also desired to be associated with the work. There was an extraordinary demand for tickets to see the interesting ceremony. Stands to hold 3,000 people were erected and were crowded with a fashionable

be well and truly laid." Loud cheering followed this announcement. The Lord Provost presented the King with the trowel, and the architect handed the mallet to the Lord Provost as a memento of the occasion. When the Queen's turn came, Her Majesty tapped the memorial stone with a mallet and she said "I lay this memorial stone;" and as a souvenir of the occasion, the Queen was graciously pleased to accept from the Corporation a beautiful pendant jewel. Nothing could have exceeded the genial grace of their Majesties or the warmth and cordiality of the reception which they received, on the occasion of their taking part in this memorable event in the history of the City.

## The Oscar Krenz Copper and Brass Works, Inc.

### GENERAL COPPERSMITHS

212-14 FREMONT STREET

PHONES: PACIFIC, KEARNY 3202  
HOME, J 1571

MANUFACTURERS OF WINERY, DISTILLERY AND BREWERY APPARATUS OF ALL DESCRIPTIONS

Wine Filters, Pasteurizers, Wine Coolers, Sherry Heaters, Pulp Washers, Beer Coolers,  
Grape Syrup Evaporators, Brass Spring Bungs, Etc.

Our Continuous Stills, Pasteurizers, Evaporators, and Concentrators produce a superior quality of Brandy, Wine and Syrup, and surpass any on the market in simplicity of construction and economy in operation.

IMMEDIATE ATTENTION GIVEN TO ALL ORDERS  
MAIL OR PHONE

## Do Not Appreciate Wines Made At Home

THE home industry idea, as it relates to the wine industry, develops many interesting possibilities for good. Much wine is made in Sacramento and much wine is consumed in Sacramento. The wine made here is of excellent quality, compares favorably with wine made anywhere, both in quality and price, yet it is the commonest sight in the world to see some local restaurant or hotel table bearing wine of outside manufacture that neither excels the home product in quality or price.

To a certain extent, perhaps, this condition is the result of thoughtlessness and the efforts of the Home Products league, recently directed toward correcting it, will no doubt have a beneficial effect by calling attention to the fact that money spent for local made wines contributes to local prosperity, while that money sent away for foreign vintages helps build up some other and competing place.

Just what effect a consistent patronage of local wine makers would have is not susceptible of proof from a labor standpoint. There would be more men employed in the local wineries, not very many, for the process of wine making is largely a mechanical one, but there would be a few more men employed and every one of these new men would be an additional step toward the building of a greater city. With relation to the amount of money gathered, however, the effect of consistent local patronage would inure in much of benefit.

### THE BENEFITS.

As a matter of fact, any manufacturing enterprise is but a clearing house which gathers the money of the consumer and passes it along until it finds its way into the various channels of trade through the man who earns his daily bread by toil. And this man is the one who would benefit by an increase in the local output. Whatever his phase of usefulness and wherever he might be, some part of the increase in sales would reflect to his betterment and contribute to the financial growth of the state. And should the output of the local wineries be increased the people who would benefit most are those men close to Sacramento who raise wine grapes and the men who find employment in gathering the grape crop or in taking care of the soil. Close around Sacramento are immense areas that are now lying idle but which would produce grapes in plenty if the demand increased. Other tracts of land, now in process of reclamation by different projects, will soon be ready for occupation, but before these different tracts of land can find tenants some definite means of making them productive must be arrived at, and there is no better crop than grapes.

### ATTRACT OUTSIDERS.

Once create a sufficient demand for wine grapes and the vicinity of Sacramento would exercise an irresistible call to the settler. He finds a consistent and steady demand for the product of his work and soil and sees enough of profit in sight to warrant him in investing his money. And every settler that comes within the radius that is tributary to Sacramento in a business way is just one more of the many reasons that are contributing to the present phenomenal development that has started here. Every man who takes an idle tract of land and starts it to producing grapes, at once begins to levy a tribute on far distant cities. The grapes he grows, crushed and fermented and made into a marketable commodity, go far away, are consumed by alien peoples who find their favorite vintages upon many a continental bill of fare and find them popular. The man who orders any one of these different brands of California wines does not stop to think of the different elements

that go into making up the price he pays, but inexorable as the law of gravitation there is a certain definite amount of the price that goes directly to labor and that helps support some California working man and that helps him to give custom to some retail merchant who in turn passes his money on until it spreads in ramifications that reach to almost every industry in the state.

### BUY HOME WINES.

The opposite point of view, that involving the use of outside wine by the people who have their being in the vicinity of Sacramento is equally interesting. Every time a citizen of Sacramento buys some wine made elsewhere he is removing from the channel of trade a certain definite amount of money that does not come back. True enough, the man who retails the wine here makes his profit and the man who wholesales the wine here makes his profit and these profits stay here, but in the perspective are the grape grower and the winemaker who gets the bulk of the money arising from the transaction and these men withdraw from Sacramento a certain and considerable amount of money and apply it to building up some competing place.

True it is that the efforts of any single retailer amount to little. The money he sends away from Sacramento for outside wines is infinitesimal so far as he is concerned, but the amount of money that all the retailers, be they restaurant men, hotel keepers or any other business men who serve as mediums of passing the wine to the consumer, send away is in the aggregate no inconsiderable amount and to an appreciable extent depletes the circulating medium which Sacramento's business men have the right to expect to draw on in time of need. There are many different products which can not be produced competitively in California and the necessity of sending California-made money away for them will always exist.

### WINES IMPORTED.

But with relation to the wine industry this is not true. California wines are famous, yet other wines and no better wines are imported here continually. The money for these wines is taken from the wealth of the state and sent away. It helps support the laborer and the grocer and other tradesmen in some foreign place instead of offering wages to some Californian who perhaps needs work. It helps some other city grow at the same time that it retards the development of the Sacramento valley and permanently removes some of the wealth produced from the valley's fertile soil.

And in reviewing the relation of the wine grower to the prosperity of the valley there is scarcely a line of channel of retail trade that does not suffer. More men employed around Sacramento means more customers for every retail merchant and more money for him to work with in the extension of his ideas. More money in circulation has a tendency to attract outside investment and every man who comes to Sacramento to cast his fortunes here not only adds personally to the general advancement, but also brings a certain amount of producing capacity to aid in the general wealth. No winery in Sacramento seeks patronage upon sentimental grounds. No winery here exists except upon a competitive basis.

### CREATE A DEMAND.

The product that each offers approaches perfection after years of study and is set forth upon merit alone to compete in the open channels of trade. But still the maximum of development is far from being reached. There are thousands of acres today unproductive that would be contributing to the state's increasing wealth did the demand exist. And in the East there are hundreds of men who look longingly toward California as a mecca. Increased production of wines would bring these two in juxtaposition and the result would be more material wealth. Grape growing is profitable. Contracts for grapes are made



to run for a definite term of years and so the element of uncertainty is to a great extent wiped out, and further still, some of the larger wineries maintain experimental stations, where work is constantly going on that tends toward the development of the grape growing industry. To every man who comes into the region tributary to Sacramento with the idea of growing grapes these experiment stations are free.

#### HOW CITY IS HURT.

Expert advice and assistance is his for the mere asking, proven vines are supplied him for the betterment of his investment and every advantage that long and consistent study can offer is supplied. But notwithstanding this the tables of local hotels and restaurants bear outside wines and so deplete the wealth of the valley instead of standing loyal to an industry that contributes to their prosperity and wealth.

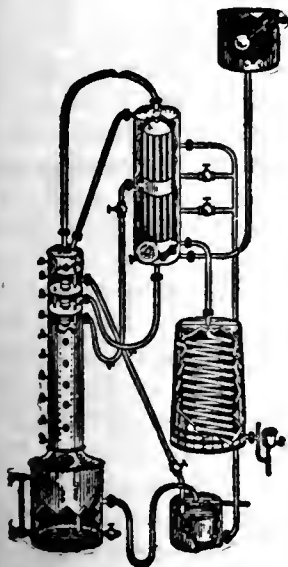
Taking this view of the matter the attitude of the Home Products League is a sensible one and if followed out will eventually result in much of good, for the interest of the people once awakened will extend in ever widening circles of usefulness and eventually build in every line of effort toward a greater and wealthier state. Thinking along home industry lines an old and trite saying can be used to emphasize the effort of individual effort along home industry avenues. Just as the shores of the sea are made up of separate grains of sand and just as the sea itself is made up of drops of water so the achievement of success for the home industry idea is dependent upon the individual who is consistent in his conviction that the way to build a great and busy city is to keep his money at home.—C. F. Rich, manager California Winery and member Home Products League, August 6, 1911.

IN Iowa the State Food and Dairy Department have compelled the saloons to take out a special license in order to sell buttermilk. The State authorities hold that it is no part of the business of a saloonkeeper to sell milk, and that if he does it in response to popular demand, he must take out a State milk license. Commenting upon this restriction, an exchange says: "Pretty soon a man will have to get a license before he will be allowed to shave himself, kiss his wife, spank his babies or perform any of the other normal duties of life."

## Pacific Copper Works

L. WAGNER & SONS, Props.

573 Mission Street, San Francisco



OUR SPECIALTY OF MANUFACTURING ALL KINDS OF STILLs, FILTERS, PASTEURIZERS AND COPPER AND BRASS WORK FOR WINERIES, DISTILLERIES, BREWERIES, ETC. FURTHER INFORMATION GIVEN UPON APPLICATION.

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### Trademarks Sought to be Registered in the Patent Office

THE following trademarks have been favorably acted upon by the United States Patent Office, and will be registered at the expiration of thirty days unless objection be made. Any person who believes he would be damaged by the registration of a mark is entitled to oppose it within said period. Information will be furnished on application to Edward S. Duvall, Jr., Patent and Trademark Lawyer, Loan and Trust Building, Washington, D. C., to whom all inquiries should be addressed.

Serial No. 57,008. Word: Revolution. Owner: C. A. Van Rensselaer & Co., New York, N. Y. Used on straight brandy. Claims use since January 1, 1909.

Serial No. 57,009. Words: Old Gentry. Owner: C. A. Van Rensselaer & Co., New York, N. Y. Used on straight dry gin. Claims use since May 1, 1911.

Serial No. 57,169. Word: Beersford, and under it a monogram consisting of the initials, The S. Co. Owner: The Schuster Co., Cleveland, Ohio. Used on whisky. Claims use since April 18, 1911.

Serial No. 57,167. Representation of two comets and the words Double Comet arranged in a circle which is in a diamond label. Owner: The Phil Hollenbach Co., Louisville, Ky. Used on dry gin. Claims use since December 24, 1902.

Serial No. 56,395. Word: Mattenvista. Owner: Andrew Mattei, Fresno, Cal. Used on wines. Claims use since October 1, 1909.

Serial No. 51,076. Word: Superb. Owner: Birk Bros. Brewing Co., Chicago, Ill. Used on beer. Claims use since March 9, 1894.

## EXCELLENCE IN QUALITY

### PURITY IN MANUFACTURE

EXQUISITE IN FLAVOR

ALL COMBINED IN

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IN GLASS ONLY



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IMPORTERS

KOHL BUILDING

SAN FRANCISCO

# INTERNAL REVENUE & CUSTOMS RULINGS

(T. D. 1712.)

## *Wine Mash.*

The production of a mash fit for distillation or for the production of spirits or alcohol in any place other than on the premises of a duly qualified distiller is in violation of law, and persons guilty of same are to be prosecuted.

Treasury Department,  
Office of Commissioner of Internal Revenue,  
Washington, D. C., July 11, 1911.

### *To collectors of internal revenue:*

On the 21st day of November, 1908, T. D. 1437 was issued from this office calling attention to the violation of the internal revenue laws, section 3282, on the part of certain wine makers, who were preparing mashes fit for distillation or for the production of spirits or alcohol in places other than on the premises of a distillery duly authorized by law, and calling on collectors to require the discontinuance of such unlawful practice in their respective districts, to take effect January 1, 1909.

Upon representations made by interested parties claiming that the ruling of the office in T. D. 1437 was drastic and unauthorized, on February 3, 1909, mimeograph 599 was issued suspending the operations of said T. D. 1437 for the purpose of hearing arguments presented by the persons affected.

August 7, 1909, T. D. 1528 was issued, restoring and continuing the provisions of T. D. 1437, to take effect September 1, 1909.

February 12, 1910, attention of collectors was again called to the violation of law by producers of pomace wine, and information given that any person found making a mash fit for distillation except on the premises of a duly authorized distiller will be proceeded against for violating section 3282, Revised Statutes.

Reports continued to reach the office of the Commissioner of Internal Revenue that the rulings on the subject of the unlawful preparation of the mash in question were not being heeded and on July 14, 1910, it was found advisable to further instruct collectors on the subject, so that the violations of the law should be ended at once. (See T. D. 1645.)

In view of the conditions herein stated, collectors are hereby directed upon receipt of this letter to inform all persons in their respective districts who may be affected that on and after August 1, 1911, prosecutions will be instituted against any such person found violating the provisions of section 3282, Revised Statutes. Every collector should take proper means for the discovery of any such violation in his district and report the same promptly to this office and to the United States district attorney.

ROYAL E. CABELL, Commissioner.

(T. D. 1714.)

## *Rectifiers' returns.*

Balance in process of reclamation July 1, 1911, not to be taken up in summary of spirits dumped.

Treasury Department,  
Office of Commissioner of Internal Revenue,  
Washington, D. C., July 11, 1911.

### *To collectors of internal revenue:*

In making monthly returns, Form 45, a diversity of practice exists among rectifiers in regard to the method of treating the balance of spirits on hand in process of rectification on July 1, which the regulations require to be stated on the July return.

Some rectifiers add this balance to the summary of spirits dumped and carry it through the year, while others do not add it to the summary which in such cases represents the net quantity dumped since July 1.

Commencing with the returns, Form 45, for July, 1911, rectifiers should be instructed not to include in the summaries the balance on hand in process of rectification on July 1. Such balance should, however, be stated on the July return as required by regulations.

ROYAL E. CABELL, Commissioner.

(T. D. 1715.)

## *Amendment to Regulations No. 28, relative to the use of pipe lines between distillery and winery.*

Treasury Department,  
Office of Commissioner of Internal Revenue,

Washington, D. C., July 18, 1911.

To facilitate the gauging and transferring of grape brandy from the brandy room of a fruit distillery, operated in connection with a winery where sweet wines are produced and fortified, under the act of October 1, 1890, as amended, to the fortifying room of such a winery. Regulations No. 28, revised, beginning at the bottom of page 30 and continuing to the end of Article 15 on page 32, are hereby amended, as follows:

When brandy for immediate use in fortifying wine is removed by pipe line from a distillery to the winery on the same premises but one weighing of the brandy will be required. The scales on which the tank is placed may be in either the fortifying room of the winery or in the brandy room of the distillery. If said scales are placed in the brandy room, the brandy must be introduced directly into the tank containing the wine to be fortified, but if the weighing is done in the fortifying room, the brandy will be drawn directly into the tank on the scale. In either case, both ends of the pipe will be fitted with a lock valve, which will permit the flow of brandy toward the fortifying room only, and the tank will be fitted with a locked cover. The keys to valves and cover must be in the possession of the gauger at all times when the winery is in operation. No pipe line may be used until it has been inspected and approved by the collector. (T. D. 1658.)

A cylindrical metal or cement tank of uniform dimensions, to be used as a grape-brandy measuring tank, and of sufficient capacity to fortify the tank of wine, will be installed in the brandy room. This measuring tank will be provided with a cover which may be closed and locked with a Government seal lock. The pipe conveying the brandy to the brandy measuring tank should not rest on the tank and the outlet should be above the tank, so that when the cover is closed and locked there will be no connection between the brandy storage tank and the measuring tank. This measuring tank will also be provided with a glass gauge permanently attached to the outside and entering the top and bottom of the tank. Back of this gauge, and securely fastened to the side of the tank, will be placed a scale so graduated as to show each half-gallon content. The pipe leading from the measuring tank will be equipped with a check valve, as described on page 30 of Regulations 28, revised, and will be provided with a "cut-off," as near the measuring tank as is practical, to be locked with a Government seal

lock. This pipe must discharge directly into the fortifying tank containing the wine to be fortified, and situated within the fortifying room. The brandy may be passed through the pipe line by gravity or forced through by mechanical means as the distiller may desire or the collector direct.

After the wine in the fortifying tank is tested and found by the gauger to be eligible for fortification, he will make his computation to ascertain how many proof gallons of brandy will be required to fortify the wine up to the degree desired or permissible. He will then carefully proof the brandy to be used, and by dividing the proof gallons required by the degree of proof the wine gallons necessary will be determined. He will then permit this quantity of brandy to flow into the measuring tank, first securely locking the pipe leading to the fortifying tank. When the proper amount of brandy, as shown by the graduated scale, has been transferred to the measuring tank the flow of brandy will be cut off. The gauger will again carefully proof the brandy now held in the measuring tank. If two gaugers are on duty, one at the winery, and one at the distillery, the proof of the brandy should be taken by each in the other's presence and both should sign the report of this inspection and gauge on Form 59½. After the brandy in the measuring tank has been proofed the cover of the tank should be closed and locked, and the same number of reports on Form 59½ will be made as are required for regular gauge. These reports will be as follows: Column 1, serial number of package; column 2, kind of brandy; column 3, depth of brandy, in inches and tenths; column 4, diameter of measuring tank, in inches and tenths; columns 5 and 6, no entry; column 7, correction of volume; column 8, indication; column 9, temperature; column 10, wine gallons withdrawn; column 11, proof; column 12, proof gallons; columns 13, 14, 15 and 16, no entry. No transfer of grape-brandy stamps need be issued for brandy removed by pipe line. Across the form should be written, "Withdrawn by pipe line for fortifying wine at winery No. —." Such reports should be signed by the gauger, and if two gaugers are present both should sign the same. The gauger at the winery will attach his copy of Form 59½ to Form 527, marked "To commissioner for review."

The gauger at the winery will see that the pipe line will discharge directly into the tank of wine to be fortified before the valve permitting the flow to that tank is opened. After all the brandy in the measuring tank has been withdrawn, the valve in the pipe line will be locked and the cover on the measuring tank may be unlocked. The valve in this pipe will be kept locked at all times, except during the transfer of brandy, while either the winery or distillery is in operation, or when any wine remains in the fortifying room or any ungauged brandy in the distillery. The keys and locks during such time will remain in the custody of the gauger at the distillery. When the distillery is registered not for use and all of the brandy produced has been gauged, the gauger performing the last gauge will remove all Government locks and other property and return them to the collector or deputy collector, as required by the collector of his district, taking his receipt therefor.

The gauger in making his report on Form 275 will enter the same information as to brandy used as is entered on Form 59½ and write on this part of the report "Received by pipe line from distillery No. —."

Collectors will, under no circumstances, permit the use of a pipe line that has not been duly inspected and approved by them, and will not approve a pipe line that does not safeguard the interests of the Government; and wine makers before installing such a pipe line must receive written permission to do so from the collector. He must state in his notice, Form 605, that he intends to remove brandy to the winery by pipe line, and that said pipe line has been inspected and approved by the

collector. Bonds of wine makers, Form 256, should be amended by inserting immediately over the signature the words "We, the principal and sureties on this bond, agree that Form 605, printed on the reverse side of this bond, shall be considered a part of this obligation." The usual statement relative to erasures, interlineations, etc., should be noted on his bond in accordance with Treasury Decision 1000.

Brandy may be removed by pipe line only under the direct supervision of an officer of internal revenue and under the conditions set forth above. Only enough brandy should be drawn into the measuring or weighing tank as will suffice for one fortification, and the measuring tank will be completely emptied before the cover is again opened.

It must be understood that the above concession is more or less experimental and in the interest of economy to both the manufacturer and the Government. If found impractical or detrimental to the interests of the Government the same may be modified or rescinded. Collectors and their subordinate officers will use caution and discretion in approving and operating pipe lines, and they will see that the regulations pertaining thereto are fully complied with and that either the tank or pipe is locked at all times. Collectors are given discretionary powers in approving pipe lines or withdrawing their approval if, in their opinion, the interests of the Government are not properly safeguarded. In exercising this discretion they may refuse to approve either or both methods for the withdrawal of brandy by pipe line when, in their opinion, the use of either would be prejudicial to the Government.

Under the existing regulations as above amended, wine makers may remove brandy from their distilleries for fortification purposes in puncheons of wood or metal after careful weighing by and authorized officer of internal revenue, or by either of the two methods above described in the manner and under the supervision provided. Subordinate officers will promptly report to their superiors any irregularity that may come to their attention.

Regulations No. 28 are modified as above indicated and so much of said regulations as are in conflict herewith are hereby rescinded.

ROYAL E. CABELL, Commissioner.

Approved:

FRANKLIN MacVEAGH,  
Secretary of the Treasury.

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Bright's Disease**  
(OR KIDNEY TROUBLE)

Use

**Fulton's Renal  
Compound**

AT YOUR DRUGGIST, OR WRITE US

**JOHN J. FULTON CO.**

645 Battery St.

San Francisco

(Mention this paper.)

# The Review's Buyers' Directory

## CALIFORNIA WINES.

Geo. West & Son, Incorporated....Stockton, Cal.

California Wine Association.....  
.....180 Townsend St., San Francisco, Cal.

Theo. Gier Co 575 Eighth St., Oakland, Cal.

Wetmore-Bowen .....  
.....42-44 Davis St., San Francisco, Cal.

Italian Vineyard Co.....  
.....1234 Palmetto St., Los Angeles, Cal.

Napa & Sonoma Wine Co.....  
.....110 10th St., San Francisco, Cal.

Sierra Madre Vintage Co.....La Manda, Cal.

Barton Vineyard Co., Ltd.....Fresno, Cal.

A. Finke's Widow .....  
.....809 Montgomery St., San Francisco, Cal.

E. H. Lancel Co.....  
.....549 Washington St., San Francisco, Cal.

Alta Vista Wines Co.....  
.....112-114 Tenth St., San Francisco, Cal.

Paul Masson Champagne Co..... San Jose, Cal.

Lachman & Jacobi .....  
.....706 Sansome St., San Francisco, Cal.

French American Wine Co.....  
.....1821-41 Harrison St., San Francisco, Cal.

Italian-Swiss Colony.....  
.....1235-67 Battery St., San Francisco, Cal.

Sacramento Valley Winery.....Sacramento, Cal.

## BREWERS AND BREWERS' AGENTS.

John Wieland Brewery.....  
.....204 Second St., San Francisco, Cal.

Buffalo Brewing Co.....Sacramento, Cal.

Fred Krug Brewing Co.....Omaha, Nebraska

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

National Brewing Company .....  
.....762 Fulton St., San Francisco, Cal.

Thos. W. Collins & Co.....  
.....34-36 Davis St., San Francisco, Cal.

Albion Ale & Porter Brewery.....  
.....494 O'Farrell St., San Francisco, Cal.

Frank Fehr Brewing Co.; Louisville, Ky  
Jas. De Fremery & Co., Agents,  
.....519 Mission St., San Francisco, Cal.

Enterprise Brewing Co.....San Francisco, Cal.

Seattle Brewing & Malting Co.; Seattle, Wash.  
John Rapp & Son, Agents,  
..8th and Townsend Sts., San Francisco, Cal.

Sacramento Brewing Co.; Sacramento, Cal....  
G. B. Robbins, Manager,  
..14th and Harrison Sts., San Francisco, Cal.

## WHOLESALE LIQUOR DEALERS.

A. P. Hotaling & Co.....  
.....429 Jackson St., San Francisco, Cal.

Siebe Bros. & Plagermann.....  
.....430-34 Battery St., San Francisco, Cal.

Rusconi, Fisher & Co.....  
.....326 Jackson St., San Francisco, Cal.

Jas. Gibb.....1844 Geary St., San Francisco, Cal.

Thos. W. Collins & Co.....  
.....34-36 Davis St., San Francisco, Cal.

Sherwood & Sherwood .....  
.....41-47 Beale St., San Francisco, Cal.

John Sroufe & Co...41 Drumm St., San Francisco

Jesse Moore Hunt Co., .....  
Second and Howard Sts., San Francisco, Cal.

Cartan, McCarthy & Co.....  
..Battery and Com'l Sts., San Francisco, Cal.

William Wolff & Co.....  
.....52-58 Beale St., San Francisco, Cal.

Wichman, Lutgen & Co.....  
.....431-435 Clay St., San Francisco, Cal.

L. Taussig & Co.....  
.....200 Mission St., San Francisco, Cal.

George Delaporte .....  
.....820 Mission St., San Francisco, Cal.

## IMPORTERS.

Alex. D. Shaw & Co.....  
.....214 Front St., San Francisco, Cal.

Chapman & Wilberforce.....  
.....705-707 Sansome St., San Francisco, Cal.

Chas. Meniecke & Co.....  
.....314 Sacramento St., San Francisco, Cal.

W. A. Taylor & Co.....29 Broadway, N. Y.

Thos. W. Collins & Co.....  
.....34-36 Davis St., San Francisco, Cal.

Sherwood & Sherwood .....  
.....43 Beale St., San Francisco, Cal.

Wm. Wolff & Co.....  
.....52-58 Beale St., San Francisco, Cal.

L. Gandolfi & Co.....  
.....427-31 W. Broadway, New York

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

J. F. Plumel & Co.....  
.....63-65 Ellis St., San Francisco, Cal.

## TANKS, COOPERS, COPPERSMITHS, ETC.

Pacific Tank & Pipe Co....Wine and water  
tanks, boxes, irrigation pipe and pipe for  
water systems.  
318 Market St., San Francisco, Cal.; Equi-  
table Bank Bldg., Los Angeles, Cal.; Ken-  
ton Station, Portland, Oregon.

Geo. Windeler; wine and water tanks.....  
.....144-154 Berry St., San Francisco, Cal.

Woodin & Little Wine Pumps .....  
.....33-41 Fremont St., San Francisco, Cal.

Oscar Krenz, Copper and Brass Works.....  
.....212-214 Fremont St., San Francisco, Cal.

Pacific Copper Works .....  
573 Mission St., San Francisco, Cal.

Sanders & Co's. Copper Works.....  
..Beale and Howard Sts., San Francisco, Cal.

## DISTILLERS.

E. H. Taylor, Jr. & Sons.....Frankfort, Ky.

Julius Kessler & Co....Hunter Bldg., Chicago, Ill.

Wm. Lanahan & Son.....Baltimore, Maryland

Hiram Walker & Sons.....Walkerville, Canada

Western Grain & Sugar Products Co.....  
.....110 Sutter St., San Francisco, Cal.

Susquamac Distilling Co.....Cincinnati, Ohio

Kirby Distilling Co.....Fowler, Cal.

Bernheim Distilling Co.....Louisville, Ky.

Angelo Myers .....Philadelphia, Pa.

## MISCELLANEOUS.

### INTERNAL REVENUE BROKERS.

F. E. Mayhew & Co.....  
.....510 Battery St., San Francisco, Cal.

### WINE PRESSES, CRUSHERS, ETC.

A. Rossi & Co..322 Broadway, San Francisco, Cal.

Toulouse & Delorieu Co.....  
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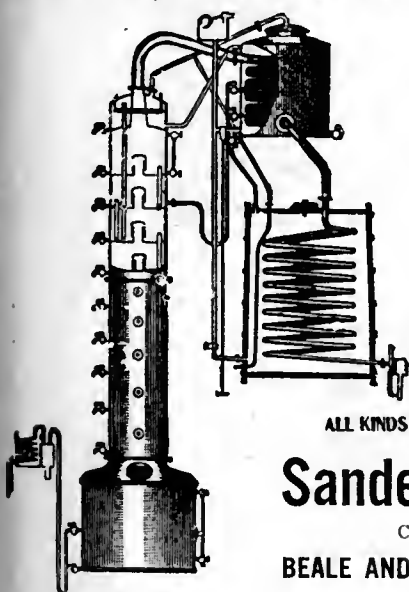
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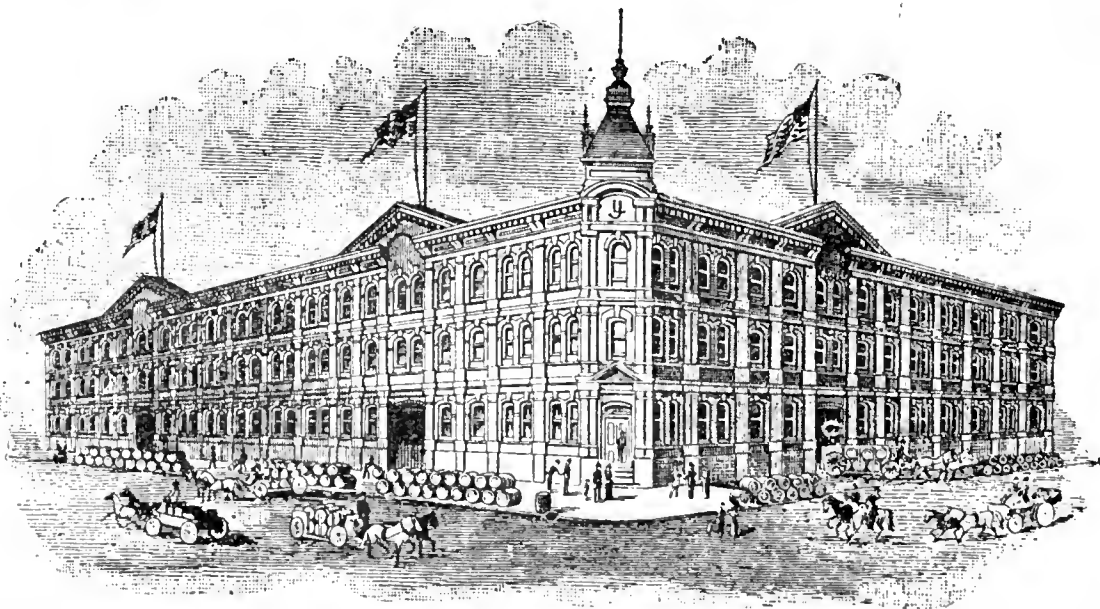
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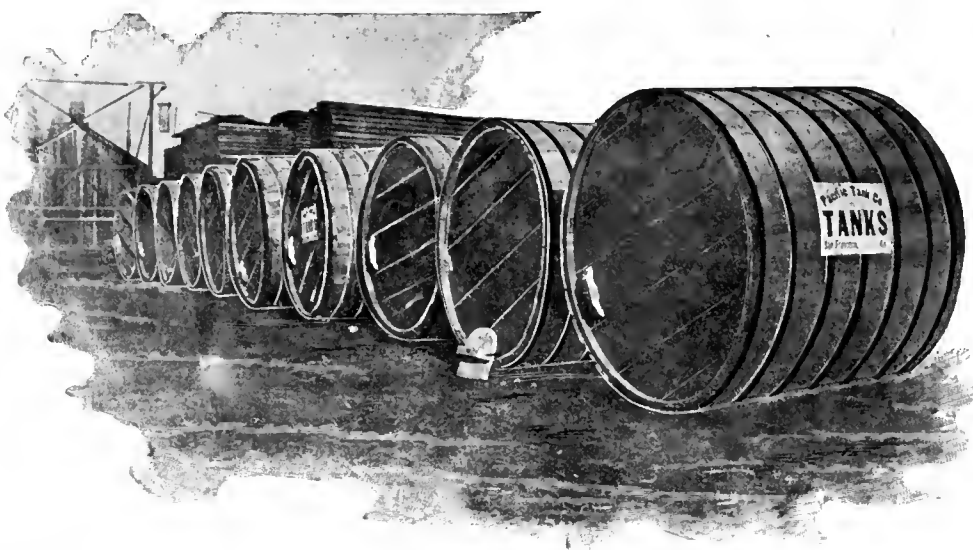
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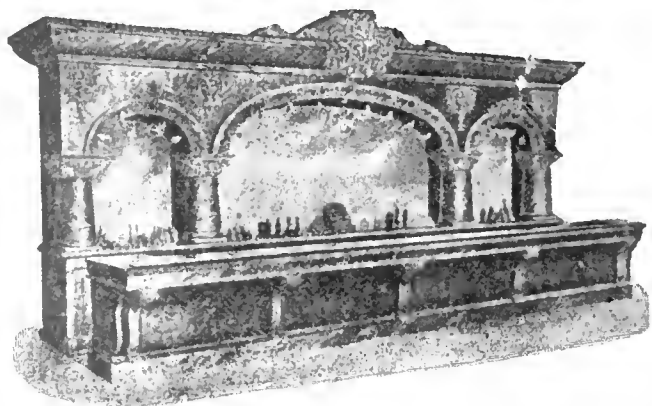
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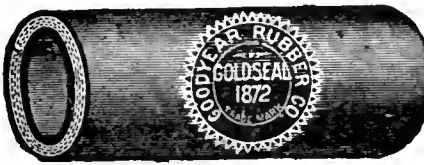
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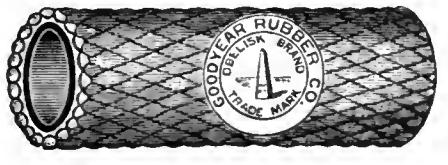
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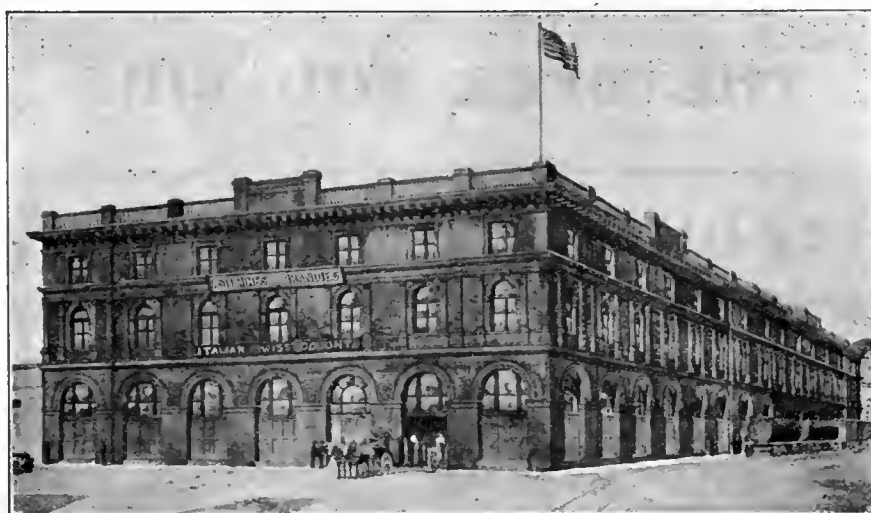
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GOLD MEDAL, COLUMBIAN EXPOSITION, 1893  
GOLD MEDAL, CALIFORNIA MID-WINTER FAIR, 1894  
SILVER MEDAL, BORDEAUX, FRANCE, 1895

GOLD MEDAL, TURIN, 1898  
GOLD MEDAL, PAN-AMERICAN EXPOSITION, 1901  
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GRAND PRIZE, ALASKA-YUKON-PACIFIC EXPOSITION, 1909  
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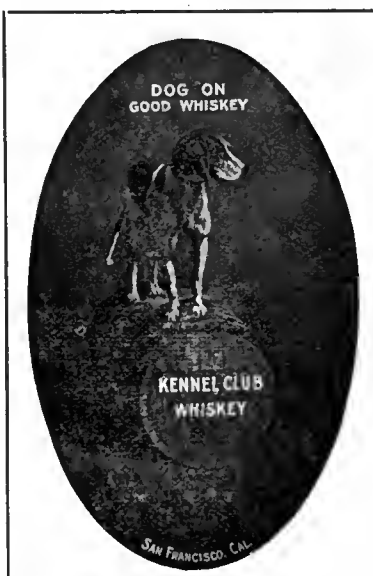
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## PACIFIC WINE AND SPIRIT REVIEW

ISSUED MONTHLY

SEPTEMBER, 1912

R. M. WOOD - - - EDITOR AND PROPRIETOR

E. F. WOOD - - - Secretary

Office:

422 MONTGOMERY STREET - - - SAN FRANCISCO

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## ONLY THREE BARRELS OF "CEDAR BROOK" A DAY.

It is an inspiring thing to look back to the small beginning of great enterprises, says "Barrels and Bottles." And it is a fine thing to discover that worth and integrity helped to lay the corner-stones of the edifices that tower so high today. Moreover, it is a most interesting thing to anybody who has seen the great McBrayer plant at Lawrenceburg, Ky., with its sixteen buildings scattered over some two hundred acres, to know that forty years ago its output was "near three barrels a day."

Judge W. H. McBrayer, distiller of the famous brand of Kentucky Bourbon now known as "Cedar Brook," was one of the most virile and picturesque characters ever connected with an industry noted for its men of mark, and a recent issue of Bonfort's contains a personal letter showing some of his salient characteristics in a way at once engaging and pathetic. It was written some forty years ago to his good friend, Col. E. H. Taylor, Jr., another of Kentucky's galaxy of great distillers, and portrays a situation of poignant anxiety to an honorable man, the imminence of financial obligations without the assurance of being able to meet them. As a model of terse and frank statement of an embarrassing situation this letter is as fine as its revelation of the sterling and straightforward integrity of the man who wrote it. It is good to know that he weathered his trouble and died one of the rich men of central Kentucky, and that the little three-barrel plant which so taxed his anxious care and forethought has, in charge of Julius Kessler, grown into one of the most noted and extensive distilleries of fine whisky in the world. Here is the letter:

## A Bit of Ancient History.

Lawrenceburg, Ky., Nov. 10, 1870.

Mr. E. H. Taylor, Jr., Frankfort:

Dear Sir—I owe the Government \$11,000. Must be paid now. The collateral and securities demand it, and that immediately. Otherwise they close me out. Grain scarce in our neighborhood—depend on boat—25 cents barrel to wagon from river to distillery. U. S. warehouse capacity for one year's work. Fireproof. Insurance rate 1½ per cent. A No. 1 fireproof stone house on the pike by Walker's private.

I am operating with one house near three barrels per day. I am ready to start up the 2d. With the two houses near 150 barrels per month will be near the capacity. I have now on hand near seventy barrels. I would like to sell to parties who would pay the Government debt for me now, and I will make that amount of whisky on the closing part of the contract.

At the end of every month I will make invoice and the purchaser to pay as though no advance had been made, thereby enabling me to buy grain and pay off other small and pressing debts.

My corn in the mill shelled will cost me only 60 cents per bushel.

Mr. Labrot has had under advisement for several weeks my offer to make for him at 80 cents per gallon.

I have given you the facts, and if you and your friend can make anything out of it I will be greatly relieved to make some terms with you at an early day.

I have several propositions out, and am so overwhelmed with Government taxes, and will be forced to accept the first offer that will give me safety and ease of mind.

I have communicated to you freely, and you can come very near knowing what the cost of manufacture will be, bearing in mind that one-half of my grinding is by horse power.

If you think there is any chance to agree on taxes, bearing in mind the \$11,000 advance, come up at once or indicate a desire and I will come to see you.

I again repeat I cannot leave anything open. May sell any hour.

Please let me hear from you.

Your friend,

W. H. McBRAYER.

**LASH'S BITTERS**  
TONIC LAXATIVE

## St. Helena's Vintage Festival

By Horatio F. Stoll.

THREE cheers for St. Helena and her unique vintage festival. Those who visited this beautiful little city on September 6th, 7th, 8th and 9th enjoyed a novelty that proved such a success that it is certain now to become one of the annual fruit celebrations for which California is fast becoming famous.

For months the enterprising vineyardists planned and worked, and on Friday, September 6th, their opening day, the rain came down in torrents and threatened to turn the merrymaking into a dismal failure.

But on Saturday morning old Sol came out in all his glory and the happy vineyardists were able to carry out their full program of crowning Queen Inez, dancing under the spreading oaks at Crane's park, enjoying athletic exercises and a sacred concert, offering a floral and trades parade, the like of which has never been seen before in the United States, and winding up with a Mardi Gras street dance that was participated in by young and old and rich and poor. The music was excellent and ragging was indulged in by hundreds of couples on St. Helena's new asphaltum Main street, which was rushed to completion especially for the gala event.



*Beautiful Allegorical Float of Grape Growers' Association*

In the pavilion a limited number of artistic wine displays was offered. The Charles Krug Winery, Beringer Bros., F. Salmina & Company, Theodore Gier & Company, and To-Kalon Winery were a few that were deserving of praise.

The Grape Growers' Association of California took a special interest in the festival, believing that it was worthy of every encouragement, and in addition to offering three beautiful silver trophy cuts and moving pictures showing the vintage, contributed a pretentious symbolical float to the floral and trades parade on Admission Day. It was awarded the first prize for the most artistic float and was cheered repeatedly along the line of march.

The design consisted of a rustic redwood pergola summer house, draped with festoons of vines and grapes, under which were seated: Janice Ewer, Freda Schultz, Dorothy Warren, Elcfa Goethe, Zueletta Bellani and Bernice Christenson.

These little girls were in characteristic costumes with banners bearing the names of France, Germany, Italy, Spain, Portugal and the United States, typifying the fact that the grapes from the leading wine countries find a congenial home in California. Seated in the center was a Franciscan Father, to emphasize the fact that the cultivated grape was introduced into our State by the good old padres.

Eight Spanish caballeros, represented by I. L. Hobson, A. M. Hobson, M. S. Hobson, M. Huttman, A. Roth, W. Starr, Darrell Warren and B. Giambruni, added color to the float. Four of them lead the horses and four others walked at the edge of the sidewalk

carrying grape grower banners and festoons of vines that hung from the four corners of the pergola.

About the sides of the float were inscriptions reading: "The first vineyard was planted in California by the Franciscan Fathers in 1769"; "Grapes of Every Clime Flourish in California"; "Our Wines Have Received the Highest Awards at Home and Abroad"; "Investment \$150,000,000—Annual Income \$25,000,000"; "60,000 people are employed in California's Viticultural Industry."

The handsome silver trophy cup offered for the best wine dis-



*Beringer Bros. Artistic Exhibit*

play was awarded to F. Salmina & Company of Larkmead. They had a large assortment of wines displayed in the form of a kiosk, with a small keg swinging between four redwood pillars that supported the dome. Grape vines encircled the pillars and from the top a wealth of vines dropped carelessly in all directions.

The best grape display trophy cup was won by Bell & Company, a St. Helena firm, which took the trouble to gather one hundred and twenty-five varieties of grapes at the experimental vineyard of the United States Department of Agriculture at Oakville. Upon receiving the cup Mr. Bell announced from the queen's throne that



*Striking Display of Charles Krug Winery*

he intended merely to hold it in trust, and that he would offer it next year to the vineyardist who made the best display of grapes grown in his own vineyard.

Beringer Bros. carried off the pretty cup for the most effective viticultural float. He had mounted on one of his wagons a huge oval cask, elaborately carved at the ends, and profusely ornamented with vines, grapes and the carnival colors, green and purple.

I never saw a better behaved crowd than the one that watched the picturesque parade wind through the streets of St. Helena. There was no rowdyism and no intoxication. Everybody was

nappy and enthusiastic, and as the different autos, surries, wagons and floats passed, there was lots of cheering for favorites or particularly pretty displays.

The parade was a couple of miles long and included representatives of practically every notable family in the valley. Every one helped in one way or another to make the celebration a huge success.

A pretty touch in the throng was the boutonnaires of autumn tinted grape leaves that decorated the lapels of most of the men. Charming summer girls pinned them on before you knew it, and asked a modest 5c in such an appealing way that no one could



*Salmina & Company's Handsome Exhibit*

refuse. And besides the leaves were really very beautiful. They were plucked from the Alicante Bouschet and Pettit Syrah vines and, massed on the trays, represented a perfect riot of color, in which the reds, brown, lemons, green and salmon tints predominated.

Next year the festival is sure to be more pretentious, for everyone in Napa Valley is now convinced that a vintage festival will draw great crowds and prove an excellent means of securing some valuable publicity.

#### INVESTIGATING USE OF SULPHUR.

Dr. E. A. Taylor, a member of the Remsen Referee Board, which has been investigating the use of sulphur in the treatment of wines and dried fruits, recently visited Fresno in pursuit of his inquiries into the use of sulphur in wine making. No report on this subject has yet been made and will not be until the board has completed its investigations. Before becoming a member of the Remsen board Dr. Taylor was for ten years a member of the faculty of the University of California.

#### SACRAMENTO AND THE INTERIOR.

Sacramento, September 24, 1912.

ONE of the most effective improvements in the saloon business in its relation to the community is that which has been initiated here by the retail liquor dealers association. Members of the association have requested the authorities to take steps to eliminate card games from saloons, to abolish side entrances and to exclude women from bar-rooms. They have also suggested that the fee for saloon licenses be increased from \$75 per quarter to \$125 per quarter. As there are 200 saloons in the city the increased license would net the municipality \$40,000 per year. If the plans are carried out as proposed the city will not only be rid of all classes of objectionable dives, but will be favored with a substantial revenue in the face of a certain deficit which has been left as a result of the old administration.

There is considerable trouble among saloonkeepers in Marysville over the questions of partitions in saloons. According to the new ordinance licenses can not be granted to proprietors who have places wherein there are partitions making booths, stalls or compartments. All saloonkeepers have applied for renewal of licenses, but a great many of them fear that they will not be able to comply with the law in regard to partitions. The authorities have investigated the situation and it is believed that all licenses will be granted and enforcement of the partition law will be made only when reasonable. Altogether applications for forty retail and nine wholesale liquor licenses have been made.

The trustees of Wheatland, Yuba county, have been puzzled as to how to raise revenues since the town went dry. The tax rate has been raised from \$1 to \$1.65, but this has been found inadequate. Increase in fees for business licenses has also been made without the desired results being obtained. It is proposed that special taxes for sprinkling and other similar municipal conveniences be levied. The community is showing a great deal of discontent over the muddle.

At Willows Mr. Cyprian Brys, a French winemaker, has just made six barrels of the finest wine ever produced in the district. Half of it is red claret and half white wine. Mr. Brys is an enthusiastic advocate of California wines and is doing all he can to prove that California can produce as fine wine as can be found anywhere else in the world.

There will be little wine made in Woodland, Yolo county, this year, as there is very little profit in sight for the growers at the low prices that grapes command in the face of overabundant crops.

William and Paul Samuels are operating the Sanford winery and distillery near Reedley this summer. They predict a steady increase in the business.

At the Onstott vineyard, the largest in Yuba county, 300 men are employed picking and curing grapes. It is expected that the crop will amount to 3,500 tons as compared with 4,000 tons last year. The falling off was due to the rain.

Wine grapes are now ready for the press at Lodi and wineries are now receiving them. There are many wineries reluctant at naming a price. Denelhy-Howard Company have offered \$10 a ton and it is believed that this price may regulate the market. The Lodi Co-operative Winery offered to take 10,000 tons at \$7, but it is asserted that first-class stock will command about \$10 a ton. It is estimated that the Lodi Co-operative Winery will make 600,000 gallons of wine this year. Last year the winery made 1,000,000 gallons. The shortage is due to the fact that the crop this year is 60 per cent that of last year. The average yield of Zinfandel grapes is about five tons per acre, and the average price for those grapes about \$5 a ton. The price of Tokay culls has been fixed at \$3 a ton. This will give a profit of \$1 a ton net to the grower. There are quite a few buyers in the field. Offers for first crop are being made at from \$8 to \$10 per ton. Contracts call for the delivery of both crops. It is estimated that 60 per cent of the tonnage delivered will be on \$10 contracts. Most of the contracts were made last year. Growers holding such contracts will get a good return on their investment. About 20 per cent of the tonnage of the district will be covered by contracts. The price for Alicante Bouschet and Petit Syrah grapes is uniformly \$9 a ton.





## LOUISVILLE DEPARTMENT

G. D. CRAIN, JR., REGULAR CORRESPONDENT  
305 KELLER BUILDING LOUISVILLE, KENTUCKY



**I**N a brace of shakes, comparatively speaking, Kentucky will once more be the cynosure of all eyes in the whisky trade. Not saying that the Bluegrass section has sunk to innocuous desuetude during the past few months, but simply implying that the distillers are rousing themselves from the torpor of mid-summer to meet the demands of the busiest season in the year, the time for cold weather and full-time operations in every department.

Distilling in Kentucky will commence within thirty days. The trade is keyed up and waiting, like a sprinter braced on his marks, for the inaugural dash beginning some time in November and continuing until early in the summer of 1913. It will probably be six weeks before things are running smoothly, for the dates set for plant openings group about Thanksgiving Day. The first of December should see a full head of steam in every plant in the State, from Frankfort to Owensboro.

The attitude of the trade seems well defined. By tacit consent conservatism will be the keynote of the season, but this does not mean that anything but a big crop may be expected for 1912-1913. Underlying conditions are regarded as being too favorable for the old ghost of an overstocked market to retard operations in any material extent. Every plant will run as close to its capacity limit as its owner dares, and there does not seem to be a chance for anything but the most prosperous year in recent history to develop.

It is true that the production of 42,000,000 gallons the year before last and 40,000,000 gallons of whisky last year gives the Kentucky trade food for thought. It is argued by the ultra-conservatives that a minimum output should be the result of this year's run in order to hold the market steady a few years hence when the goods of 1910, 1911 and 1912 reach bonded maturity. Counter arguments take the stand that during the past summer, because of phenomenally cool weather, withdrawals reached a larger figure than has been known in years, and that there is every reason for the industry to fortify itself against constantly-increasing demand. It is reasonable to accept this phase of the situation as the logical ground for steady work during the coming season.

October is the time when the trade bestirs itself for new business. The traveling representatives of local houses are now starting out on territory which includes practically every State in the Union. Stocks are low with jobbers and retailers everywhere because of almost unprecedented "whisky weather" during June, July and August just past. The first orders of the fall season which have been received are reported by many houses to be bigger and better than have been known at this time in ten years. Practically no difficulty is being experienced in replenishing the supply which has been depleted by the summer, and if the local situation with the jobbers and retailers alone were taken as a criterion, there would be absolutely no complaint to be registered regarding the situation. From now until Christmas the distillers will be as busy as they can be in the selling as well as in the manufacturing end of the industry.

The forecast of the United States Department of Agriculture, predicting a bumper corn yield for 1912, bigger by billions of bushels than that of 1911 or 1910, has aroused much satisfaction among the distillers. The operating season was cut short last year in many plants because of a prohibitive price upon distiller's grain. That this feature will be noticeable because of its absence during the coming season seems almost assured. A great quantity of raw material has already been contracted for at lower prices, and there seems to be little chance of a famine even toward the end of the year's run.

It is probable that Kentucky whisky men are more gratified over the outlook for "good times" with the country at large than are any other members of a single industry. A substantial decrease in the traditionally ill-favored high cost of living is promised, and there are no signs of a scare incidental to the coming presidential election. The cost of living will be reduced because of cheaper butter, eggs and meat, resultants of cheaper feed and a bounteous corn crop, the political economists assert, and the distillers are

more than willing to believe them. The prospect of business troubles because of the coming political ferment has been reduced practically to nothingness. Everywhere in this section of the country there is ample evidence that industry and manufacture are going ahead convinced that nothing out of the ordinary will happen should the White House change tenants. Inasmuch as all lines of business contribute to the welfare of the liquor trade, it is a welcome fact that all lines of business seem to be on an interminable up-grade. Less influence from politics than has been known for twenty-five years is felt, and other things being equal one of the best business years in the past quarter of a century is looming up brightly in Kentucky.

In the immediate future the Louisville whisky trade will get together for the season of 1912-13. In getting together, the trade will resume the weekly luncheons at a local hotel, with a good fellow ensconced as host each time and ample opportunity for general discussion of business. These meetings were the feature of the past year with the fraternity. It must be confessed that there was little of the strength of union in the Louisville market prior to the series of lunches which acquainted everybody with everybody else and which developed during the discussion many interesting phases of the situation from time to time which were turned to profit. A number of heads are infinitely better than one where the welfare of a big industry is concerned, according to an old saw which is immensely popular with the distillers these days.

Richard E. Wathen, president of R. E. Wathen & Company, and president of the Kentucky Distillers' and Wholesale Liquor Dealers' Association, expects to be an inordinately busy man during the next several months. For in addition to attending to his duties as president of the big company, Mr. Wathen has decided to take the road in the interests of the concern's many brands and will make numerous trips, beginning October 1, through the Northern, Eastern and Western States.

An order for a 5-ton Packard motor truck has been placed by R. E. Wathen & Company, of this city, and the car is expected to arrive for duty in a short time. For a couple of years the Wathen company has established a precedent in using motor-driven vehicles in its local deliveries and from the distilleries on the Seventh street road to various warehouses. The trucks have proved to be altogether successful, the only disadvantage being that two 3-ton vehicles were employed. This capacity proved insufficient, and the company will gradually replace its old cars by building up a fleet of the heavier ones.

The fact of the spoils of war belonging indisputably to the victor is being proved in Kentucky whisky circles. "The Old Grand-Dads," a crack aggregation of young ball players representing R. E. Wathen & Company, and bearing the name of one of the best-known Wathen brands, have scalped every team which had the temerity to venture against them. The patriarchs have won twenty-one out of twenty-four games, subsequently scoring a defeat against each of the three teams which happened to triumph over them during the summer. A most unusual class of ball has been put up by the "Old Grand-Dads" in meeting the leading semi-professional teams of the Falls Cities, and, with this end in view, several stellar performers who are practically sure to go higher up in the organized sport, have been disclosed. Believing that the young idea should be encouraged, the team has gathered together sufficient funds, with the assistance of R. E. Wathen & Company, to enable each and every member from Manager William Kneblekamp on down to the mascot to attend the world's series in New York, where the finest baseball on earth during 1912 will be exhibited.

Quitting the liquor trade for honors in the political world, E. J. Ashcraft, well-known among Louisville whisky men, has resigned as superintendent of the United American Company's distilleries in this city. Mr. Ashcraft is the Republican nominee for Congress from the Fifth District of Kentucky, and has given up his business duties in order to have full time to devote to his race, which promises to be successful.



That it is impossible to wipe out the business carried on in the South in "moon-shine whisky" was the recent assertion of B. H. Howard, a well-known storekeeper gauger of this city, at the 1912 convention of the National Federation of Storekeeper Gaugers in Chicago. During an address upon the illicit manufacture of whisky Mr. Howard gave the convention some interesting facts. Last year, he said, 2,000 moon-shine stills were destroyed in a certain section of Dixie. This number was twice that of the registered distilleries in the same district, he stated.

J. J. Beck, formerly president of the Old Times Distillery Company, a Louisville concern which went bankrupt not long ago, has been arrested upon a charge of obtaining money under false pretenses. The charges were filed against him by Michael Doerhoefer, the proprietor of a saloon at Forty-fourth and Market streets. Mr. Beck, it is alleged, secured \$170 from the saloon keeper, giving whisky warehouse receipts as collateral. The receipts are said to have been proved fraudulent, and Mr. Beck, who is now employed by the Bernheim Distilling Company, is waiting trial.

J. W. Biles, a traveling representative of the Louisville Drying Machinery Company, and for many years one of the best known distillers and wholesale liquor dealers in the city, died at his home, 1122 South Fourth avenue, a short time ago. His death was due to an illness of two months' duration with a complication of diseases. Mr. Biles was sixty-one years of age and was born in Gadsden county, Fla. Years ago he came north to Louisville and Cincinnati, O., establishing the wholesale liquor house of J. W. Biles & Company in the latter city in 1878. The company is still in existence. Mr. Biles is survived by his wife and three daughters.

Matt S. Cohen is simply going to transfer his attention from one of the proudest products of Kentucky to another. Mr. Cohen, who is a well-known Louisville business man, has been engaged in training blooded saddle horses here for a number of years, becoming one of the leading horse enthusiasts in that famous equine zone, the Bluegrass, and owning at one time Edna Mae, the finest saddle mare in the country. Recently, however, Mr. Cohen accepted a position as traveling representative of a Montreal concern, the Corbyville Distilling Company, and has gone to Canada to assume his duties.

The merger of the John C. Weller Company with John T. Barbee & Company has been completed and the big new firm will be known as John T. Barbee & Company, embracing country-wide territory and handling a combined business amounting to more than \$1,000,000 per year. Negotiations leading to the merger have been under way for some time, since the death of Herman F. Volkerding, who was president of John T. Barbee & Company for many years. The two houses concerned are among the best known in Louisville. John T. Barbee founded the firm which bears his name more than forty years ago. John C. Weller has been in the whisky business for thirty-five years, founding the company which bears his name. One of the Weller distilleries was among the earliest in the State, being built at Loretto in 1838.

The headquarters of John T. Barbee & Company are at 313 West Main street in Louisville. Mr. Weller is president of the company and Edward M. Babbitt, formerly of the old Barbee company, is vice-president. Gabe J. Felsenthal is secretary-treasurer. The new company promises to become one of the powers of the Kentucky trade. Twenty salesmen have been engaged, representing the combined forces of the two houses, and have taken the road for the new season.

Through the offices of Marion E. Taylor of the Louisville distilling firm of Wright & Taylor, and W. A. Miller, his step-brother, a handsome new memorial fountain has been presented to the city of Natchez, Miss. The fountain is in memory of George W. and Elizabeth Miller, parents of Mr. Taylor and Mr. Miller, who were natives of Natchez.

Daniel F. Murphy, head of the real estate department of the Fidelity Trust Company of this city, recently conducted a sale of the office effects of the old Crab Orchard Distilling Company, at 207 West Main street. The total proceeds of the sale amounted to \$2,000 approximately. The Crab Orchard Company decided to liquidate about six weeks ago.

## VOICE OF A SANE AND SAFE PRESS.

### Extremes of Injustice Upon the Liquor Question.

Governor WEST of Oregon declares he intends to stop the transportation companies from carrying liquor from "wet" into "dry" territory, even if it becomes necessary to call out the militia.

He does this in face of the fact that the Railroad Commission of Oregon reported it could find no law prohibiting such transportation companies from carrying on such a business and had asked the Attorney General for an opinion thereon.

Governor West is going entirely too far in this matter.

The truth is, prohibition is also going entirely too far and will before long become weaker and weaker because of the weakness of its own injustice.

As various counties and various States have gone to prohibition as a rebuke to the arrogance, the lawlessness and the iniquities of the liquor traffic, so gradually those counties and those States will return from prohibition because of the absolutely indefensible attack upon the personal rights and interference with personal liberty accompanying such prohibition.

Inherently the States have a right to close saloons. Inherently they have the right to regulate the liquor traffic. But neither inherently, nor in any other way, have they the right, either divine or human, to interfere with the personal rights of the citizen.

And in thus declaring The Bee does not hold that any citizen has any personal right which should be allowed to interfere with the moral right of humanity in general.

The right of a man to have liquor at his home table is one with which no law has a right to interfere.

The best citizens we have—absolutely, the most independent, the most patriotic, the best lovers of the Flag, the best fighters for civic cleanliness and National righteousness—are the American citizens of German and Italian birth or parentage. From the days of their childhood they have been used to their wine and their beer. And they are as a class respectable, honest and sober people.

No prohibition State has any more right to say that these people shall not have their wine or their beer than a wet State would have to pass a law forbidding tea to Prohibitionists.

There is no justice and no right in prohibiting transportation companies from carrying the products of the vine, the hop, the corn and the barley to various States, even if these States have closed saloons.

It would be just as sensible for a community to legislate that there shall be no dancing anywhere because it has seen fit to close public dance halls, as for a community to declare that no man shall have his glass of wine or his glass of beer under any circumstances because that community has seen fit to close saloons.

There are two kinds of intemperance: One, the intemperance of the body; the other, the intemperance of the mind. And the latter is pretty nearly as bad as the former.

True temperance is no more to be found in prohibition than is true chastity to be found only in the single State.

The most temperate people on earth are the Germans and the Italians. They look with ridicule upon the silly laws we are now trying to put into effect in the United States—laws which inevitably will swing back the pendulum from prohibition—making The People as thoroughly disgusted with prohibition as the iniquity and shamefulfulness of the liquor traffic made them disgusted with saloons.—Sacramento Bee, September 14, 1912.

### STATE PROHIBITIONISTS' PLANS.

UNDER the direction of Rev. D. M. Gandier, legislative superintendent of the Anti-Saloon League, the prohibitionists have completed their plans for lobbying in the State Legislature at the coming session. They have abandoned the plan for a State-wide prohibition amendment and have decided upon stricter county local option laws. According to the followers of Dr. Gandier, a really strict county local option law would include cities as well as rural districts. Prohibitionists have been studying the results of recent elections and they believe that they can, by juggling and flimflamming, force cities which have time and again declared themselves in favor of licensed saloons, to adopt prohibition regulations.

## SEATTLE AND PACIFIC NORTHWEST

Seattle, September 20, 1912.

**M**R. GEORGE D. CONGER, superintendent of the Washington Anti-Saloon League, having failed in May, 1911, to dry up the country precincts of King county, has undertaken to make the county dry on November 5. He will not attempt to go so far as he did in 1911, as he has already been given a rebuff by the authorities, who dismissed his petition for a special election on the ground that the law does not contemplate such elections. It is the belief of the most prominent people in the county that another rebuff will be administered on the 5th of November.

Relative to the saloons of Spokane, Commissioner Hayden of the Public Safety Commission of Spokane has expressed his opinion that they are the best conducted public establishments in the city. Saloonmen themselves have been most instrumental in assisting the authorities to keep the town orderly, making valuable suggestions for improvements. The saloons of the city were never better conducted, and they are the establishments which cause the least trouble to the police.

There are now 212 saloons in the city of Spokane. It is expected that the number will be reduced to 200 by the first of the year.

The Anti-Saloon League expects to be able to have the sale of liquor absolutely abolished in the entire city of Spokane by a local option election on the 5th of November. It is the proposition of George W. Sommer, who is in charge of the "dry" campaign, that the balloting on the local option or "no license" proposition be made separately from that of the general election. This feature should be watched closely by the saloonkeepers, as it may be the means of accomplishing that which the community does not contemplate.

Protests have been filed against the petition made by the prohibitionists for a local option election on general election day in November. The petition contained 10,307 signatures. It has been found that more than half the signatures were those of women, a hurried canvass showing between 60 and 75 per cent. In many cases four or five names from the same family have been signed. Signatures of minors are very much in evidence. Of the 10,000 signatures fully 8,000 are illegal. Forgeries are to be found in many cases and there has been a wholesale signing by persons who reside outside the precincts that are interested. On account of the glaring irregularities the city officials have been forced to take cognizance of the rankness of the methods of the prohibitionists and have called a halt to the movement.

Business men of the city have retained a law firm to fight the methods of the prohibitionists and this firm has set about to combat the fraudulent methods of the would-be dries. The real estate men of the city have come to recognize the iniquity of the proceedings of the Anti-Saloon League and they have pledged themselves to support the present order of saloon regulation. It appears that the fanatics have gone a step too far at the wrong time and will not have time to retrace.

A local option petition for the city of Olympia was started on the 1st of September, but up to the 5th of September, the last day on which such a petition could be filed in order to hold the election on general election day, only 250 signatures had been obtained, although 500 are required. Nothing since has been heard of it.

Elections are to take place on the 5th of November on the local option proposition in the following places in the State of Washington: Rosalia, Springdale, Farmington, Pomeroy, Colville, Colfax, Ritzville, Deer Park, Goldendale (all of which are at present wet), Wenatchee, Mount Vernon, Dayton, Davenport and Vancouver (all of which, except the latter, are dry), the exception being only half-and-half.

Liquor licenses have been raised to \$800 a year at Everett, Washington.

Chehalis county as a whole, including the city of Aberdeen, will vote on the local option question in November.

After October 15 barbers, bootblacks and sandwich sellers will

be barred from the saloons of Walla Walla, according to the new saloon regulations. When a reason is looked for in such a case it would be necessary to consult the fanatics who favor the pettiest forms of persecution.

All of Walla Walla county, excepting the incorporated towns, will vote on local option on the 5th of November. The prohibitionists proceeded so quietly with their petitions that no one knew they were working. It is not known whether they carried dark lanterns.

Yakima county, outside the incorporated towns, will also vote on the liquor question at the general elections. The dry element in the county has been so discredited in the past that there is no one who cares to act as campaign manager.

Local option elections will be held in all the precincts of Pacific county, including the incorporated towns, such as South Bend.

Wet and dry advocates alike have made injunction suits in Lewis county to prevent the liquor question being voted on. The dries started by trying to prevent an election being held in towns that went dry two years ago and the wets followed suit in other towns.

In Oregon Governor West has come to grief by trying to get the Federal government to co-operate in the enforcement of the liquor laws. As a result the Governor is now looking for a chance to override the Federal authorities so as to add to his fame as a pyrotechnic artist and all-round public mountebank. If there is no chance for a sensation the Governor is not to be found.

The retail liquor dealers have issued a circular denying that they are seeking the recall of Governor West. It was hardly necessary to do this, inasmuch as the story had been circulated by the partisans of the Governor and had all the earmarks of a West production.

There is but little doubt that the policy of Governor West has been worn threadbare by his incessant chase after sensationalism. The "Oregonian" of Portland points out that the Governor has allied himself with those who are directly responsible for the conditions which he condemns. These persons are Mayor Rushlight, Chief of Police Slover and the rest of the city administration. There is but little reason in turning the batteries on the sheriff and the district attorney. The "Oregonian" says: "Withal, we think that if the Governor and the mayor and the chief of police would dismiss the brass band and fold up their circus tent and settle down to quiet systematic effort to arrest and expose the men who patronize the disorderly houses and the persons who furnish liquors, without license, the problem of cleaning Portland would be in a fair way toward solution."

Instead of going after the blindpigs directly the Governor is seeking to restrain railroads and breweries from shipping liquor into dry territory, although they are acting strictly within the law. It may be remarked that those who receive liquor for consumption in their homes would be more seriously affected than the blindpigs. The express companies openly defy the Governor to interfere with their business of shipping liquor into dry territory.

There is little doubt that the Roseburg Brewing Company will issue from the trial to which it is being put by their persecutors. On September 9 the jury on the case disagreed and was discharged. Subsequently the judge granted the district attorney permission to change his methods of procedure.

Advises from Salem are to the effect that an executive order has been issued by which liquor dealers will be required to properly tag all liquor shipped into dry territory so that the authorities will be enabled to determine whether or not liquor is destined for bootleggers and blindpigs. This is a step in the right direction. It does not appear to be just to expect dealers to ascertain whether their patrons are blindpig operators when the Federal government itself declares that the local authorities are obliged to learn on their own initiative who the violators of the law are.

Full county tickets have been named by the prohibitionists in the following counties in Oregon: Clackamas, Wallowa and Sumpter.

# Charles Meinecke & Co.

## IMPORTERS

314 Sacramento Street

San Francisco, Cal.

SOLE AGENTS ON THE PACIFIC COAST FOR

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**J. J. MEDER & ZOON**

Schiedam, Holland .....SWAN GIN

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Islay, Scotland .....SCOTCH WHISKY

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**DUBLIN WHISKY DISTILLERY CO.**

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Islay, Scotland "WHITE HORSE" SCOTCH WHISKY

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**BOORD & SON**

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**FREUND, BALLOR & CO.**

Torino, Italy .....ITALIAN VERMOUTH

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Cognac, France .....COGNAC BRANDIES

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London, Eng. ....BREWERS' MATERIALS

## WITH THE FLYING LEGION IN THE NORTHWEST

How They Were Entertained in Victoria,  
Vancouver, Seattle, Tacoma and Portland

Several of our important wine men took advantage of the trip of the Flying Legion on September 1st to visit Victoria and the principal cities of the Northwest, and from all accounts there was not a dull moment from the time they left the Oakland pier until they returned twelve days later.

On their arrival at Victoria the one hundred members of the Flying Legion were received by the special committee and escorted to the magnificent Hotel Empress, where the ceremonies of welcome took place.

The following morning a large number of automobiles, tendered by the citizens of Victoria, carried the visitors over fifty miles distance through dense forests to a log camp, where they were amazed to see a huge engine dragging enormous fir trees by chains across ravines and laying them like sticks upon flat railroad cars ready for shipment to the saw mills. One of the trees, several hundred feet long, was cut down in the presence of the visitors, who declared it to be one of the greatest sights they had ever seen.

Lunch was served in the neat log house used by the laborers, and the appetite acquired in the trip through the forests was soon satisfied. On their return to the hotel after a dinner, a reception was given in their honor at the Parliament House, where government officials of the city and British Columbia received the legion.

The next day a train was placed at the service of the party. It passed through a magnificent country and brought the visitors to Nanaimo, where lunch was served in two of the principal hotels. Here addresses were delivered, and Mr. A. Sbarboro, in contrasting conditions with those that prevail abroad, said: "Europe is so densely crowded by its population that in some parts it is all the people can do to keep body and soul together. What a grand opportunity there is for the settlement of millions of people all along the Pacific Coast from San Diego to Vancouver. As sure as water seeks its level, when the Panama Canal will be completed, the overcrowded people of Europe will come to this country, make happy homes for themselves, and relieve the old world of its overflowing population. Thus they will benefit themselves as well as the country in which they will settle.

"There was a time, not long ago, when the country people in different towns of Europe became bitter enemies and carried on what was called the 'War of the Belfries.' How conditions have changed! Instead of warring with our neighboring towns we travel many hundreds of miles to pay each other visits of courtesy and live in peace and harmony in different nations together. This shows us that the time is not far distant when the wars of the world will cease and all nations will live together in peace and harmony. As soon as Italy will have civilized Turkey, the remaining barbarous country of the world, we will indeed be enabled to make universal peace treaties, and when the English and American races will be closely bound together they will dictate peace to the world, peaceably if they can, and with fifteen inch guns if they must."

After lunch some of the party visited the Nanaimo coal mines and others the beautiful surrounding country, enjoying the views of the lakes with their many beautiful islands. Their return to Victoria on the train was also enjoyed, the hosts explaining each interesting point passed.

There are no prohibition laws in Victoria or in any part of the British Columbia country. "In Vancouver," said Mr. Sbarboro, "I saw what I think is an ideal manner of settling the liquor question. There are large, clean, liquor stores established along the principal streets, near the dry goods stores of the town. In these places liquor can only be bought by the bottle or ordered sent home by the case. Not a drop of liquor is sold or served across the counter. Any person desiring to take a glass of beer, wine or other beverage, however, can obtain the same at his hotel or restaurant. This is very similar to the custom in vogue in the cities of Europe where all people—men, women and children—use their wine at

their meals either at home, at the hotels or restaurants, never thinking of taking intoxicating beverages between meals, and as our ambassador, our American consuls and all the American tourists traveling through those countries have repeatedly avowed, intoxication is almost unknown. What a great blessing it will be to the American people when they will blot out from their midst the two greatest evils with which our country is now afflicted—drunkenness and prohibition—and become accustomed to live in happiness, and sobriety as is done in the wine-drinking countries of the world."

Mr. Sbarboro was particularly interested in his visit to Victoria. He was in San Francisco in the year 1857, when the great Frazer River excitement broke out, and although then only a boy, he departed with some friends and stopped at Victoria, which then consisted simply of a large log fort and a store of the Hudson Bay Company. As all the row boats used to go up the river had been sold to previous arrivals, his companions, being ship carpenters, commenced to build a boat with which to make the trip. Before it was completed, however, numerous offers were made by people desirous of going up the river, so they remained behind making row boats for the coming travelers.

Overcome by curiosity one day, Mr. Sbarboro and his friends decided to visit an island in the vicinity, which on examination proved to be a burial ground of the Indians. They were not interred underground, but placed on sticks where the birds might sing to them according to the Indian traditions. Presently Mr. Sbarboro noticed at a distance a large number of Indians speeding in canoes towards the island and making an infernal noise. The party jumped into their little boat and rowed hastily to their camping grounds. When the Indians arrived on the island they made a great pow-pow. They were looking for the people whom they had seen shortly before on the island, and had they found them, Mr. Sbarboro later learned, they would have killed them, as they believed they intended to steal the dry bodies of their ancestors.

After remaining in Victoria for a month, bad news commenced to come down from the supposed New Eldorado, so Mr. Sbarboro boarded the steamer "Oregon" for San Francisco. At 11 o'clock on the second night out the steamer dashed into Pt. Reyes rocks and commenced to leak speedily. Many of the passengers jumped overboard into the sea and were drowned; others who remained aboard were saved. The steamer floated free from the rocks later, but filled quickly with water. The captain impressed 500 of the passengers into service of baling out the water with buckets. This was done all night, the steamer barely keeping afloat. The following morning when the steamer was entering the Golden Gate opposite Fort Point, the men, being tired, quit baling. The steamer commenced to roll slightly to one side when the captain cried out, "Boys, get to the buckets promptly or we will sink." The men realized their danger and bailed for dear life and shortly after the vessel moored safely at the Mission Street Wharf.

Mr. Sbarboro had thrown part of his clothing overboard and ran up Montgomery street barefooted and bareheaded towards Telegraph Hill, where his sister resided, and on reaching Montgomery and Washington streets he was surprised to hear boys crying, even in those early days, "Extra! the Alta California! All the news about the wreck of the 'Oregon'!"

Mr. Sbarboro noted a great change in Victoria during the past fifty years. Today it has its fine Parliament House, its Empress Hotel, one of the best in the North, its magnificent stores and beautiful residences surrounded by beautiful gardens.

Sir Palmeston, son of the original founder of the Hudson Bay Company, has a grand park at Victoria, surrounding his beautiful residence. It is located on a rolling hill, which the party had the pleasure to visit at his invitation. Discussing this part of the trip, Mr. Sbarboro said: "It was a pleasure to be in the company of Luther Burbank, Professor Wheeler of the State University, and other gentlemen who visited different parts of this beautiful garden covered with all kinds of shrubs and flowers. Here lunch was served by the ladies of Victoria.

"That evening we all embarked on the Princess Louise and next morning landed at Vancouver, where we were again given a grand reception by the enterprising and generous people of that rapidly growing city. A line of automobiles were in waiting for



us and we were shown the parks, residences and business quarters of the city. A drive of several miles, through a forest park, brought us to a large tract of clear land, several miles from the city, where there is yet no habitation whatever. However, we found macadamized streets, together with cement sidewalks already laid for many miles, only waiting for the coming fortunate settlers.

"After several hours of riding through the different parts of this city we were brought to the Commercial Club, where a delightful repast with delicious California wine was served us. Interesting addresses were made both by the hosts and visitors.

"We boarded our train and next morning arrived at Seattle, where another line of automobiles were awaiting us. Here we were driven through the attractive city, which, although consisting largely of hills, has streets laid out on easy grades, making them easy for traveling and affording beautiful locations for homes. As the upper house on one side of the street looks over the roof of the lower house on the opposite side, giving every house a beautiful panoramic view. What a pity that San Francisco's hills were not treated in the same manner by winding roads. However, there is yet time to treat Twin Peaks and other unpopulated hillsides that way. It is a sacrilege to make streets climb straight up hill instead of giving them an easy grade around a proper contour.

"I was also very much interested in the project which the people of Seattle are working out by which they will join two lakes by the digging of a miniature Panama Canal. A dummy, showing how Lake Washington and another lake will be brought together through a projected canal was very interesting indeed. The people of Seattle intend to bring the largest ships of commerce of the navy from salt to fresh water in the lake so as to facilitate the cleaning of barnacles from the bottom of the vessels. This canal will eventually go as far as Renton, a few miles from Seattle, which is reached by several steam cars or street cars, and which has a brilliant future before it.

"The people of Seattle entertained us in the magnificent halls of the Chamber of Commerce at a grand banquet, where delicious California wines were also served.

"Our next stop was at Tacoma. Although we arrived in the night time we were driven about in automobiles, as the people of Tacoma would not permit us to leave without seeing their enterprising city on Puget Sound.

"After spending a very interesting day we left for Portland, where we all felt very much at home. However, even those who had only been there a year or two ago found extraordinary changes and great improvements. The automobiles, placed at our service, took us to their magnificent park on the hill, from which a beautiful view is enjoyed of East Portland and the mountains in the distance. En route we passed the site of their international exposition, and it pained me to see the few dilapidated buildings yet standing. The grand park, the magnificent edifices which I had admired so much a few years ago, when I visited the city in the time of the exposition, have gone and nothing but debris suggested the former grandeur of the place.

"Let us hope that the officers of the Panama-Pacific International Exposition will have the good sound sense to build at least a few permanent buildings on the site of the fair grounds to be utilized for exhibition purposes of our products, for meeting places, for schools of art, if you please, or other useful objects to which the buildings might be turned at the close of the exposition. In this way the city will have some permanent benefit for the millions of dollars paid and hard work done in giving the exposition here and generations to come will view with delight the identical permanent structures built and properly utilized by the greatest international exposition even given in the history of the world.

"After our automobile drive we were taken to the grand halls of the Portland Commercial Club, which occupies several floors of an immense building. It has reading rooms, dining rooms, billiard rooms and every facility for passing the time. Here the great Order of Rosearians, an order organized by the members of the Commercial Club, gave us a grand banquet, accompanied by the juice of California grapes, and after an address by the president of the club, which was properly answered by Mr. Frederick Koster, chairman of the Flying Legion, and others, a few of the distinguished members of our party were brought into a large hall

and there, with due ceremonies, were initiated by the Omnipotent Commander into the secret mysteries of the Order of Rosearian.

"In calling upon me the Grand Patriarch stated that he had heard that among the people who had done some good for the Pacific Coast, was a man who had turned a sheep ranch, formerly employing two Englishmen and 500 sheep, into a magnificent vineyard which now gave comfortable and remunerative employment to over 2,000 families through the Pacific Coast, and he commanded the mortal to appear before him. I stepped forward and placing a huge ax over my head, he declared me duly initiated into the mysteries of the Order of the Rosearians. Upon being commanded to say a few words, I remarked, 'Omnipotent Master, our venerable friend, Mr. Burbank, has stated that the man who causes two blades of grass to grow where only one grew before is a public benefactor. If that be true, I really consider myself worthy of the honor which you have conferred upon me. I have turned the oak tree into a grape vine, produced the delicious fruit from that vine, squeezed the grapes and extracted that delicious beverage, which time immemorial has declared to be the nectar that pleases the heart of man. I have twice before been decorated with high honors, but, sir, I consider this the greatest which has ever been conferred upon me by man.'

"At 2:30 in the afternoon we all again boarded our special train and on the following morning woke up in front of our friend, snow-capped Mt. Shasta. Many of us left the train on the curve and walked down, through the forest, past the Shasta Hotel. We imbibed some of the delicious Shasta Spring water and again boarded our train waiting for us on the track. Our ride along the Sacramento river, through the fertile California farms, viewed from the platform of our observation car, was delightful indeed. At 6:00 o'clock we sat down to dinner in our special Pullman cars, and there finished several bottles of Golden State champagne, with appropriate toasts.

"On our arrival on the Oakland ferryboat, all safe, sound and happy, we congratulated each other on our successful trip, and felt sure that in addition to the pleasure which we enjoyed, we did a great deal of good in cementing friendly relations, for nearly every person we had spoken to in the last eleven days was enthusiastic, not only promising to attend but to contribute largely both financially and otherwise to the great success of the Panama-Pacific International Exposition."

## CALIFORNIA WINES TO NEW YORK BY SEA.

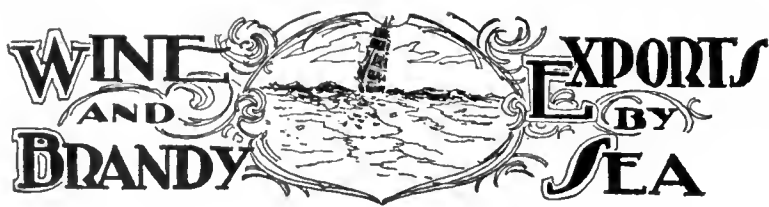
From August 16 to 31, 1912

From San Francisco, steamship "Texan."

65 bbls.	Roma Wine Company
200 "	C. Manzella
100 cases	E. de Pue
145 bbls.	Chas. Stern & Sons
198 "	California Wine Association
500 "	A. Lagomarsino
60 "	E. G. Lyons & Raas Company
75 "	Savoy Wine & Importing Company
85 "	E. L. Spellman & Company
75 "	Golden Gate Fruit Company
107 "	Order

From San Francisco, steamship "Colon."

60 bbls.	Webster & Company
100 "	C. Manzella
113 cases	E. de Pue
224 bbls.	J. Pacheteau
65 "	E. E. Gray
750 "	Italian-Swiss Colony
205 "	A. Gazzoler
200 "	Flegenheimer Bros.
100 "	A. D. Rudini
150 "	G. Beccuti
75 "	C. Vazzoler
29 "	Order



## EXPORTS—WINE.

FROM AUGUST 20 TO SEPTEMBER 20, 1912.

Destination.	Cases	Gallons	Value
To British Columbia .....	186	8,370	\$ 3,638
" Central America .....	40	18,983	7,213
" China .....	1	5,788	2,048
" Hawaiian Islands .....	125	91,363	35,286
" Hawaiian Islands (Imported) .....	68	.....	783
" Mexico .....	.....	2,930	1,144
" Japan .....	5	2,681	792
" South America .....	1	8,402	3,522
" Society Islands .....	10	3,158	911
" Samoan Islands .....	.....	162	67
" Philippine Islands .....	10	7,870	3,060
" Cuba .....	.....	1,560	624
" Italy .....	.....	150	60
" Germany .....	60	275	725
" England .....	.....	2,500	1,250
" Australia .....	.....	960	300
" Bohemia .....	.....	54	19
" New York .....	764	996,623	325,099
" Other Eastern States .....	.....	19,512	7,115
Total .....	1,270	1,171,341	\$393,656

## WHISKY.

Destination.	Cases	Gallons	Value
To Alaska .....	1	.....	\$ 15
" British Columbia .....	.....	122	152
" China .....	75	.....	406
" Hawaiian Islands .....	194	1,069	4,542
" Central America .....	.....	156	315
" Japan .....	50	.....	300
" Mexico .....	55	51	601
" Philippine Islands .....	.....	834	834
" Samoan Islands .....	4	.....	19
Total .....	379	2,232	\$7,184

In bond to Mexico, 5 cs.

## BRANDY.

Destination.	Cases	Gallons	Value
To British Columbia .....	.....	3	\$ 6
" Hawaiian Islands .....	90	429	2,270
" New York .....	44	5,038	5,238
Total .....	134	5,470	\$7,514

## BEER.

Destination.	Packages	Value
To Central America .....	1	\$ 8
" Hawaiian Islands .....	333	2,713
" Society Islands .....	118	1,604
Total .....	452	\$4,325

## MISCELLANEOUS.

Destination.	Packages and Contents.	Value
To British Columbia .....	.....20 cs Cordial	.....
" Central America .....	10 cs Min. Water, 10 cs Champagne Cider, 1 cs Cherries in Maraschino	.....
" China .....	5 cs Gin, 1 cs 1 csk Ginger Ale, 3 cs Cherries in Maraschino	.....
" China .....	2 cs Mineral Water, 10 Cider, 1 cs Bitters, 4 cs Grape Juice	.....
" Hawaiian Islands .....	84 cs Mineral Water, 81 cs Ginger Ale, 29 cs Cordial, 7 cs Bitters	.....
" Hawaiian Islands .....	2 cs Creme de Menthe, 57 cs Cham., 12 cs 11 bbls Gin, 1 cs Liqueurs	.....
" Hawaiian Islands .....	10 cs 1 hf bbl Apricot Cord, 47 cs Liqueurs, 67 cs 6 strops Grape Juice	.....
" Hawaiian Islands .....	9 cs 1 bbl 3 hf bbls, 56 gl Alcohol, 2 cs Cider, 2 cs Stout	.....
" Hawaiian Islands .....	1 cs Amer Pic, 47 cs Vermth, 5 cs Kimmel, 1 cs Punch, 7 cs Frt Juice	.....
" Japan .....	.....1 cs Grape Juice	.....
" Philippine Islands .....	54 cs Liqueur, 74 cs Cordials, 25 cs Cocktails	.....
" Philippine Islands .....	60 cs Grape Juice, 2 hf bbls Gin	.....
" Society Islands .....	2 cs Spirits, 7 cs Grape Juice	.....
" Australia .....	20 cs Cider, 5 cs Cordials, 10 kgs Apple Juice, 2 cs Grape Juice	.....
" Siam .....	.....4 cs Cherries in Maraschino	.....
" New York .....	41 cs 1 hf bbl Cordials, 85 cs Grape Juice, 1 cs 4 bbls 11 hf bbls Rum	.....
Total .....	914 cs, 16 bbls, 18 hf bbls, 1 csk, 10 kgs, 6 strops, 56 gals	\$8,672

## FOREIGN WINE IMPORTATION.

The importations of champagnes into the United States for the eight months to September 1st were 112,200 cases as compared with 96,000 cases for the same period in 1911, and 124,000 cases in 1910.

The importations of Sherry wines to September 1st have been 281,000 gallons as compared with 154,000 gallons in 1911. The importations of Rhine and Moselle wines to September 1st were 195,000 gallons; Clarets and Burgundies, 92,000 gallons and 70,000 cases. The importations of Italian wines to September 1st were 435,000 gallons and 81,000 cases, as compared with 402,000 gallons and 14,000 cases in 1911, and 1,350,000 gallons and 217,000 cases in 1910.



## IMPORTS BY SEA.

## Foreign

FROM AUGUST 20 TO SEPTEMBER 20, 1912.

FROM ANTWERP, per "Senator," August 21, 1912.

2487 cs Whisky .....	San Francisco.
8 oct Whisky .....	San Francisco.
3 1/4 csks Whisky .....	San Francisco.
310 cs Stout .....	San Francisco.
62 bbls Beer .....	San Francisco.
150 cs Beer .....	San Francisco.
70 csks Mineral Water .....	San Francisco.
800 cs Gin .....	San Francisco.
150 bbls Ginger Ale .....	San Francisco.
9 oct Rum .....	San Francisco.
35 cs Rum .....	San Francisco.
5 1/4 csks Wine .....	San Francisco.
3 oct Wine .....	San Francisco.
3 hhdcs Wine .....	San Francisco.
15 oct Brandy .....	San Francisco.
340 cs Brandy .....	San Francisco.
2100 cs Vermouth .....	San Francisco.
219 cs Wine .....	San Francisco.
413 cs Liqueurs .....	San Francisco.
118 cs Bitters .....	San Francisco.
2 bbls Wine .....	San Francisco.
20 cs Beer .....	Portland.
50 cs Ale .....	Los Angeles.
91 cs Beer .....	Los Angeles.
277 cs Whisky .....	Los Angeles.
50 cs Gin .....	Los Angeles.
165 bbls Ginger Ale .....	Los Angeles.
58 cs Wine .....	Los Angeles.
125 cs Liqueurs .....	Los Angeles.
60 cs Ginger Ale .....	Victoria.
130 cs Beer .....	Victoria.
10 cs Spirits .....	Victoria.
2143 cs Whisky .....	Vancouver.
27 csks Whisky .....	Vancouver.
35 1/4 csks Whisky .....	Vancouver.
2 csks Rum .....	Vancouver.
35 oct Whisky .....	Vancouver.
2 csks Brandy .....	Vancouver.
7 1/4 csks Wine .....	Vancouver.
275 cs Beer .....	Vancouver.
235 cs Liqueurs .....	Vancouver.
50 bbls Ginger Ale .....	Vancouver.
100 cs Gin .....	Vancouver.
200 cs Rum .....	Vancouver.
500 cs Wine .....	Vancouver.
15 hhdcs Wine .....	Vancouver.
3 csks Wine .....	Vancouver.
20 csks Gin .....	Vancouver.
50 cs Vermouth .....	Vancouver.
385 cs Brandy .....	Vancouver.
5 1/4 csks Brandy .....	Vancouver.
45 oct Brandy .....	Vancouver.
13 1/4 csks Brandy .....	Vancouver.

FROM ANTWERP per "Politician," August 22, 1912.

895 cs Gin .....	San Francisco.
847 cs Beer .....	San Francisco.
165 bbls Beer .....	San Francisco.
22 cs Spirits .....	San Francisco.
260 cs Bitters .....	San Francisco.
30 csks Wine .....	San Francisco.
115 bbls Stout .....	San Francisco.
3311 cs Whisky .....	San Francisco.
35 cs Rum .....	San Francisco.
345 bbls Ginger Ale .....	San Francisco.
1986 cs Wine .....	San Francisco.
338 cs Mineral Water .....	San Francisco.
24 bbls Wine .....	San Francisco.
2750 cs Vermouth .....	San Francisco.
1806 cs Brandy .....	San Francisco.
8 oct Brandy .....	San Francisco.
1317 cs Liqueurs .....	San Francisco.
5 csks Brandy .....	San Francisco.
10 bbls Brandy .....	San Francisco.
7 hhdcs Wine .....	San Francisco.
25 cs Champagne .....	San Francisco.
50 csks Whisky .....	San Francisco.
4 1/4 csks Whisky .....	San Francisco.
11 oct Whisky .....	San Francisco.
1 hhd Whisky .....	San Francisco.
75 cs Ale .....	San Francisco.
200 cs Amer Picon .....	San Francisco.
102 cs Cordials .....	San Francisco.
16 oct Wine .....	Portland.
109 cs Wine .....	Portland.
5 bbls Wine .....	Honolulu.
25 bbls Ginger Ale .....	Honolulu.
115 cs Stout .....	Honolulu.
150 cs Brandy .....	Honolulu.
854 cs Whisky .....	Honolulu.
3 csks Whisky .....	Honolulu.
275 cs Gin .....	Honolulu.
1 hhd Whisky .....	Honolulu.
90 cs Beer .....	Honolulu.
85 cs Wine .....	Los Angeles.
75 bbls Ginger Ale .....	Los Angeles.
90 bbls Stout .....	Los Angeles.
1080 cs Gin .....	Los Angeles.
1060 cs Whisky .....	Los Angeles.
1260 cs Beer .....	Los Angeles.
147 cs Liqueurs .....	Los Angeles.
107 cs Brandy .....	Los Angeles.
1 oct Brandy .....	Los Angeles.
15 oct Whisky .....	Los Angeles.
1 csk Whisky .....	Los Angeles.
1 1/4 csk Whisky .....	Los Angeles.
200 cs Vermouth .....	Los Angeles.
80 cs Amer Picon .....	Los Angeles.
291 cs Wine .....	Los Angeles.
325 cs Mineral Water .....	Los Angeles.
150 cs Ginger Ale .....	Victoria.
250 cs Vermouth .....	Victoria.

35	1/4 cks Brandy	Victoria.
20	oct Brandy	Victoria.
29	csks Whisky	Victoria.
275	cs Beer	Vancouver.
90	bbls Stout	Vancouver.
307	cs Stout	Vancouver.
50	bbls Ginger Ale	Vancouver.
73	1/4 cks Wine	Vancouver.
16	oct Wine	Vancouver.
655	cs Brandy	Vancouver.
17	1/4 cks Brandy	Vancouver.
15	csks Brandy	Vancouver.
10	oct Brandy	Vancouver.
355	cs Ale	Vancouver.
14	hds Wine	Vancouver.
15	cs Spirits	Vancouver.
294	cs Liquors	Vancouver.
3	hds Brandy	Vancouver.
230	cs Vermouth	Vancouver.
105	cs Absinthe	Vancouver.
326	cs Wine	Vancouver.
30	cs Amer Picon	Vancouver.
554	cs Whisky	Vancouver.
10	oct Whisky	Vancouver.
30	csks Whisky	Vancouver.
460	cs Gin	Vancouver.
10	bbls Ale	Vancouver.
50	cs Bitters	Vancouver.
10	cs Pnch	Vancouver.

## FROM NEW YORK, per "Columbian," August 21, 1912 (via Salina Cruz).

31	cs Cordials	San Francisco.
115	cs Whisky	San Francisco.
25	cs Gin	San Francisco.
20	1/4 bbls Gin	San Francisco.
5	csks Gin	San Francisco.
93	bbls Whisky	San Francisco.
000	cs Bitters	San Francisco.
500	cs Absinthe	San Francisco.
4	bbls Whisky	Honolulu.
5	bbls Whisky	Seattle.
5	cs Lime Juice	Seattle.

## FROM EUROPE—Same Vessel.

52	cs Wine	San Francisco.
102	cs Gin	San Francisco.
175	cs Bitters	Seattle.
12	cs Wine	Seattle.
10	vats Brandy	Seattle.
58	csks Wine	Seattle.
92	cs Liquors	Seattle.
8	cs Rum	Seattle.
25	cs Bitters	Tacoma.
1	butt Wine	Tacoma.
10	csks Whisky	Tacoma.
230	cs Wine	Honolulu.
50	cs Whisky	Honolulu.
10	cs Lime Juice	Honolulu.
201	cs Gin	Honolulu.
30	cs Beer	Honolulu.
25	cs Champagne	Honolulu.

## FROM NEW YORK per "Isthmian," August 27, 1912 (via Salina Cruz).

768	cs Whisky	San Francisco.
5	bbls Gin	San Francisco.

## FROM EUROPE—Same Vessel.

57	cs Brandy	San Francisco.
10	cs Liquors	San Francisco.
6	csks Brandy	San Francisco.
3	bbls Beer	San Francisco.
600	cs Absinthe	San Francisco.
321	cs Whisky	Los Angeles.
25	csks Whisky	Los Angeles.
35	csks Whisky	Los Angeles.
2	cs Rum	Los Angeles.
30	cs Whisky	San Diego.
181	cs Whisky	Portland.
35	csks Whisky	Portland.
40	cs Gin	Portland.

## FROM NEW YORK per "Stanley Dollar," August 28, 1912 (via Ancon).

75	bbls Whisky	San Francisco.
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## FROM NEW YORK per "Alaskan," September 2, 1912 (via Salina Cruz).

10	cs Bitters	San Francisco.
480	cs Gin	San Francisco.
1355	cs Whisky	San Francisco.
28	bbls Gin	San Francisco.
6	csks Gin	Oakland.
9	cs Gin	Oakland.
2	bbls Gin	Seattle.
20	cs Gin	Seattle.
150	cs Whisky	Seattle.
10	cs Rum	Seattle.
170	cs Whisky	Honolulu.
245	bbls Beer	Honolulu.
23	cs Grape Juice	Honolulu.

## FROM KOBE, JAPAN, per "Mongolia," September 3, 1912.

315	csks Sake	San Francisco.
171	cs Sake	San Francisco.

## FROM HAMBURG per "Serapis," September 3, 1912.

200	cs Vermouth	San Francisco.
250	cs Fernet	San Francisco.
100	cs Kimmel	San Francisco.
15	oct Wine	Seattle.

## FROM VICTORIA per "Umatilla," September 7, 1912.

257	cs Champagne	San Francisco.
266	cs Whisky	San Francisco.
5	cs Whisky	Los Angeles.
6	cs Brandy	Los Angeles.
5	cs Wine	Los Angeles.
3	oct Wine	Los Angeles.

## FROM ANTWERP per "Kina," September 9, 1912.

403	cs Wine	San Francisco.
25	bbls Wine	San Francisco.
2	csks Wine	San Francisco.
55	cs Gin	San Francisco.
1800	cs Whisky	San Francisco.
660	cs Mineral Water	San Francisco.
75	cs Liquors	San Francisco.
100	cs Whisky	Los Angeles.
200	cs Gin	Los Angeles.
100	cs Vermouth	Seattle.
9	cs Wine	Seattle.
300	cs Mineral Water	Seattle.
75	bbls Ginger Ale	Seattle.
160	cs Liquors	Seattle.
300	cs Gin	Seattle.
25	cs Gin	Tacoma.
171	cs Wine	Vancouver.

## FROM NEW YORK per "Nevadan," September 14, 1912 (via Salina Cruz).

116	cs Liquors	San Francisco.
11	1/4 bbls Gin	San Francisco.
25	cs Gin	San Francisco.
100	cs Whisky	San Francisco.
2	bbls Wine	San Francisco.
15	cs Wine	San Francisco.
66	bbls Whisky	Seattle.
6	bbls Whisky	Tacoma.
685	cs Wine	Portland.
10	bbls Wine	Portland.
10	cs Whisky	Portland.
55	bbls Whisky	Portland.
25	cs Gin	Portland.
5	cs Vodka	Portland.

## FROM EUROPE—Same Vessel.

4	bbls Wine	San Francisco.
35	cs Liquors	San Francisco.
6	bbls Vermouth	San Francisco.
15	cs Whisky	San Francisco.
25	oct Whisky	San Francisco.
1	hhd Whisky	San Francisco.
5	csks Whisky	San Francisco.
330	bbls Stout	San Francisco.
90	bbls Ale	San Francisco.
40	cs Brandy	Seattle.
5	oct Brandy	Seattle.
200	cs Mineral Water	Los Angeles.
58	cs Brandy	Los Angeles.
5	oct Brandy	Los Angeles.
40	bbls Stout	San Diego.
38	cs Gin	San Diego.
7	cs Rum	San Diego.
15	cs Whisky	San Diego.
2	csks Whisky	San Diego.

## FROM KOBE, JAPAN, per "Tenyo Maru," September 16, 1912.

326	csks Sake	San Francisco.
32	cs Sake	San Francisco.
75	csks Sake	Los Angeles.
25	csks Sake	Denver.

## FROM MEXICO per "Jasou," September 16, 1912.

100	cs Mescal	San Francisco.
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## FROM NEW YORK per "Lyra," September 17, 1912.

500	cs Bitters	San Francisco.
10	1/4 bbls Whisky	San Francisco.
770	cs Whisky	San Francisco.
4	cs Brandy	San Francisco.
25	cs Cordials	San Francisco.
4	bbls Gin	San Francisco.
16	csks Gin	Sacramento.
5	cs Gin	Sacramento.
695	cs Whisky	Portland.
20	cs Brandy	Portland.
10	cs Lime Juice	Portland.

## IMPORTS by rail in bond from August 20, 1912 to September 20, 1912

## VIA NEW YORK.

800	cs Champagne (from Antwerp)	San Francisco.
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## VIA NEW ORLEANS.

5	oct Brandy	San Francisco.
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E.O. SCHRAUBSTADTER

ESTABLISHED 1864

E.A. GROEZINGER

A. FINKE'S WIDOW

HIGH - GRADE  
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ITEMS OF INTEREST FROM FRESNO.

Fresno, September 20, 1912.

THE tax rate of this county has been increased and the assessment list has been raised several millions of dollars in order to meet the deficit created by the "drying up" of the county. The loss of the liquor licenses is the cause of the financial stringency. All the county is dry excepting the two largest cities. "Dry and broke" seems to be the best way to describe the situation.

There are only two wine gaugers on hand here to act for the government in supervising the use of brandy at wineries. As a rule there are twenty-five on hand at this time of the year. The season is late and the picking has been retarded. Only two wineries have so far begun picking for the presses and these are working on a small scale. These are the Calwa and Minturn wineries. In normal years the wineries open in the first part of August and the first of the 70 gaugers employed in the district begin to make their appearance after the middle of August. The cause of the unusual conditions is the lateness of grapes to develop sugar. Wineries require a test of 22 per cent before accepting the grapes. The question of labor is also retarding the wineries. Labor is scarce. Besides pickers can make more money picking raisins or green fruit and, as these are late, they can not be secured for wine-grape picking.

Low prices for wine grapes prevail everywhere in this vicinity, and there is much dissatisfaction. The low prices are due to the fact that the cooperage is full of last year's vintages. Because of the low prices that have been received for wine it is impossible for wine makers to pay any good prices for grapes. Some wine makers will not enter the market under any circumstances this year. The Barton and Mattei wineries have decided to crush no grapes excepting those which are grown on their own vineyards. In some cases wine men have sold port at a heavy loss in order to make room for this year's vintage.

The crushing season is much later than was expected. In one

or two cases only grapes have been found sufficiently ripe to crush. Wine men declare that up to the middle of September the bulk of the grapes was not ripe enough for picking. The Eisen and Veitl wineries have been working on outside grapes. These wineries are not endeavoring to make any prices but are simply handling the crops of old customers and are ready to pay the market price when established.

It is possible that a number of growers will dry their grapes instead of selling them to the wineries. The price for Feherzagoe is \$7 a ton for wine purposes and 2½ cents a pound for drying. The drying price would equal \$10 a ton. This plan should suit the wine makers very well as they have an overabundance of wine and do not wish to receive any more grapes than they can help receiving.

NEVADA, ARIZONA AND NEW MEXICO.

On the first of September Mr. J. H. Gates of Salt Lake City bought the "Elite" bar of Winnemucca, Nevada, from Mr. A. J. Huber. The "Elite" is one of the best known first-class resorts for gentlemen in the State.

The local option election held at Clifton and Duncan, Arizona, resulted in victories for the wets by majorities of 80 per cent. Duncan had been dry for two years. The majority there was equal to the entire vote of the dries. Three saloons will open in the place before the end of September. Business has improved all around.

In order to provide for the expense of maintaining the street sprinkling of the town Alamogordo, New Mexico, raised the fee for licenses for saloons to \$1,800 per year. Proprietors of saloons consider that the license is too high. If they are forced to close the result will simply prove that the town trustees have killed the goose that laid the golden egg.

BRANDY PRODUCED

OFFICIAL REPORT

FIRST DISTRICT—Month of August, 1912.

Produced and bonded in this district.....	Tax. Gals. 1,384.5
Received from other Districts, California.....	
Received from special bonded warehouse, other District, California .....	
Transferred from distillery to special bonded warehouse, Eastern Districts .....	2,099.1
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....	17,324.6
Exported .....	
Tax Paid .....	41,958.7
Withdrawn from warehouse for Fortification of Wines.....	
Remaining in bond, August 31, 1912.....	1,839,791.5

FOURTH DISTRICT—Month of August, 1912.

Produced and bonded in this district.....	Tax. Gals. 376.1
Transferred from distillery to special bonded warehouse, First District, California .....	
Transferred from distillery to special bonded warehouse, Eastern District .....	
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....	
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....	3,212.9
Exported .....	
Tax Paid .....	6,557.0
Used in Fortification of Wines .....	
Remaining in bond, August 31, 1912.....	508,883.6

SIXTH DISTRICT—Month of August, 1912.

Produced and bonded in this district.....	Tax. Gals. 1,652.5
Transferred from distillery to special bonded warehouse, First District, California .....	
Transferred from special bonded warehouse to special bonded warehouse, Fourth District .....	
Transferred from distillery to special bonded warehouse, Eastern District .....	
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....	
Tax Paid .....	5,009.6
Used in Fortification of Wines.....	
Remaining in bond, August 31, 1912.....	240,498.0



## LOS ANGELES DEPARTMENT

**L**OS ANGELES, September 20.—The situation in some sections in Southern California, particularly those near Los Angeles, looks very gloomy for the growers of wine grapes. All the wineries are carrying over a heavy load of wine from the 1911 vintage and are not buying any grapes worth considering, and as a result the grape growers are at a loss what to do with their crops. What grapes are being taken by the wineries are only of the finer varieties, and at very low prices, ranging from \$4.00 to \$7.00 per ton, with the latter figure exceptional.

In the Cucamonga districts most of the grape growers had contracts covering this season's vintage and there will be practically no loss to them in that district. In the Artesia section the wineries will be able to take care of the bulk of the crop, though low prices will be the rule there also.

Joseph Melczer left on the 17th for a six months' trip to the Orient and on east to the continent, thence to South America across the Andes and up the Pacific Coast home.

W. H. Ahrens, of the firm of Jos. Melczer & Company, was stricken with apoplexy at his home last week and for several days his life was despaired of, but at this writing he is reported as gaining and in a fair way toward recovery.

Adolph Becker returned this week from his trip of over six weeks in his Simplex auto. Adolph left here for a trip to the headwaters of Kern River, where the party spent several days fishing and hunting, and had a royal good time. He then drove to San Francisco and came back here via the valley route. He says all he had to do on his car the entire 2,500 miles was to keep the gas tank well filled and this trip has made him an enthusiastic motorist.

At the Italian Vineyard Company's great plant at Guasti everything is running full blast, crushing having commenced on the 19th of this month. The crop will be large and of very good quality. Mr. Guasti is down at Guasti in person supervising the work. The company will make about the same amount of wine this season as last.

The Chas. Stern & Sons plant is also in active operation taking care of the crop on their immense vineyard, which will keep it busy for several weeks longer. The grapes in that section this season are of particularly good quality, and a very fine grade of wines is expected from this vintage.

The Los Angeles Wine Company has very materially increased its business since its purchase by A. P. Hotaling & Company of San Francisco, and Manager Scott reports business very good, considering the dull season.

The legislative committee of the City Council of Los Angeles proposes to out-Herod Herod in dealing with the saloons. The members of this committee have developed an anti-saloon fanaticism which would set well in a country like Turkey. They propose to have a no-treating law adopted through which any person who buys a drink for another will be punished. They would allow only one saloon to a block and they would prohibit saloon-keepers from signing petitions affecting their interests. They would increase the tax on all liquor concerns \$25 per month. Reductions of fees for licenses for peddlers and others are to be made up by placing the burden on the liquor dealers.

It is evident that the people of this city will have to vote on the free lunch question after all. The City Council has decided that an election must be held on the subject, although the public had already believed that the matter had been squelched. The cost of the election will be about \$10,000.

There is to be trouble for the cafes who are doing saloon business. Chief of Police Sebastian and the Police Commission have agreed that cafes must be operated as cafes and not as saloons. Waiters in cafes must be paid a straight wage and not depend on the amount of liquor they sell to customers. According to Chief Sebastian there are a great many people in the cafe business who are trying to get all the money within their reach without regard for what their licenses call for. These people forget that their

licenses permit the serving of liquor at meals, but not at other times, and they conduct their places as though they had saloon licenses.

Wholesale liquor licenses to the number of ninety are allowed in the city of Los Angeles. Up to date eighty-nine have been granted.

Mr. G. Gai has taken up his residence in Santa Monica to conduct the affairs of the firm operating under his name. Mr. F. Slatry is to travel in the East as wholesale representative of the firm.

Steps have been taken toward calling an election on the matter of the adoption of the ordinance to govern the liquor business in the city of Long Beach. It is expected that the election will take place October 29.

At Newport Beach J. W. Walls has purchased the interest of Urban W. Hall in the Orange County Wine Company.

The residents of Oceanside who recently voted the saloons out of business have petitioned the city council to have an election toward establishing a mutual bar by means of which they hope to secure the \$2,000 a month revenue that goes to other places since their own town went dry.

It is considered quite probable that the board of freeholders will adopt measures by which saloons may be licensed in Santa Ana. At the present time the power to issue licenses lies with the Board of City Trustees, and it is certain that the present board will not grant any licenses.

The grape feast at Escondido on the 9th of September was a glorious success. Escondido was a bower of grapes and novel attractions surprised even the most traveled visitors. Excursions were run from Los Angeles and San Diego. Every variety of grape known to man were given away. The feast presented a rare glimpse of one of California's greatest industries.

Authentic statistics show that the district of Dinuba has nearly 9,000 acres of grapes in full bearing, exclusive of all other fruits that might be confounded with the product of the vineyards. There are 3,553 acres of Muscats, 1,295 Sultanas, 870 Malagas, 118 Faherzagos and over 2,630 of other varieties too numerous to be listed. There has been a large increase of vine planting this year.

At Hanford the police are kept busy trying to weed out the blindpigs. During the third week of September five new ones were discovered. Twelve have been discovered in all during September. While the amount of money collectable through fines in no way compares with the revenue derived from saloons before the city went dry, the traffic in liquor appears to be just as great as it ever was. For this reason the citizens are beginning to wonder what good results have been obtained through the local option election.

Work is being rushed ahead with great vigor on the new brewery of the Bay City Brewing Company in San Diego. Frederick W. Handschy, formerly manager of the Claussen Brewing and Malting Company of Seattle, has already taken over the management and is personally superintending the construction work. The building is to be five stories in height and 140 by 160 feet. It will be the only Mission style brewery in America. The auxiliary buildings will be erected while the first products are aging. Capacity of the new plant is set at 35,000 barrels per year, with a maximum capacity of 100,000 barrels if demanded. A great deal of the output of the brewery will be shipped to Hawaii, Australia and Central America. There is but little doubt that the beer will be ready for the market by the 1st of January. As yet no trade name for the product has been decided upon. The manager declares that the brewery will be the "most modern down-to-the-minute brewery in the United States or any other country."

**New Mexican Tax.**—According to the new law of Mexico, effective July 1, 1912, the rate of the internal tax on imported alcoholic beverages is fixed as 15 per cent of the amount of the import duties specified in the tariff.

## California Wine Exported to Many Sections of the World.

THE greater part of the wine produced in the United States comes from California, and during the last twenty or thirty years the industry has rapidly attained tremendous proportions in this State. Every important variety of wine grape is raised, and the vintages of the Old World are extensively duplicated. Although our annual yield does not even approximate that of some European countries, wine is exported to many sections of the globe from California, and the State's production for the fiscal year ending June 30, 1912, is estimated at 47,491,772 gallons, about 25,000,000 gallons of this being dry wine, and the rest sweet.

The growth of the sweet-wine output during the last twenty years has been a notable feature in the industry's progress, for in 1891 only a little more than 1,083,000 gallons of beverages of this class were produced. The increase since that time has been at the average rate of about 1,000,000 gallons a year. The leading sweet vintage of the State at the present time is port, sherry being a close second, while in some years it has taken first place. During the last two seasons angelica ranked third and muscatel fourth; other important sweet varieties were Malaga, Tokay, Madeira and sweet Catawba.

It is difficult to obtain reliable statistics concerning dry wines. They have been made on a large scale for a number of years. All the leading varieties are produced, and among them claret probably leads. The size of the dry-wine output has fluctuated greatly, however, from year to year. In 1902 and in 1909 it rose to more extensively than sweet wines in the past, but at intervening years it fell to 16,000,000 gallons, while for the last three years, including 1912, it has ranged around 26,000,000 gallons. Dry wines have always been made more extensively than sweet wines in the past, but at the present time there is little difference in quantity between the yield of either.

Sparkling wines are now being manufactured to quite an extent, and have been given much attention of late by producers. During 1911 the output of naturally-fermented champagne totaled something like 580,000 bottles, all of which was made in Sonoma and Santa Clara counties. The production for 1912 is expected to be considerably larger, because the Italian-Swiss colony have put up nearly 500,000 bottles.

### Early History of the Vine.

It is believed by some authorities that the vine is indigenous to California, and many indications go to prove that such is the case. The first real efforts at viticulture may have been inspired by seeing native wild vines flourishing on the hillsides of Southern California. Whether or not this was the case, one thing is certain, and that is that no place on earth is better adapted to grape culture than this State.

Historic records seem to indicate that as early as the first decade of the eighteenth century wine was made on some part of the Pacific Coast. This very likely did not occur in Alta California because the missions were not established here until late in that century. Grapes were planted extensively shortly after the first of these were built, however, and as each great landmark was erected vineyards were set out in its neighborhood, until areas devoted to the culture of the fruit of from five to thirty acres stretched all the way from San Diego to Sonoma.

Only one kind of grape was cultivated during the early days. It bore some resemblance to the Malaga, but on account of being brought to this country from Mexico—where it had been grown after being imported from Europe—it had lost many of the attributes of the family to which it belonged. When the missions were built around San Francisco in 1820, a new vine was introduced. This was reputed to be of Madeira stock. It has been cultivated extensively in Sonoma and Napa counties, as well as in the Sacramento Valley and south of San Francisco Bay. Both of the grapes just described were known under the general name of "Mission," "Californian," or "Native." They have been produced on a large scale at certain periods during the past, and are adapted to almost any section of the State.

A great deal of wine was made from these two varieties of "Mission" grape, the one grown in Sonoma furnishing a light claret-like vintage, while from the other a sort of port or sherry was made. Neither of these remained popular for extensive production after the introduction of the European vines, for the quality of the wine manufactured from foreign grapes was far better.

### Decline, Followed by Progress.

For ten years beginning with 1845 the wine industry underwent a season of adversity. The confiscating of the missions resulted in many of the vineyards being ruined by neglect, and the gold fever which followed shortly afterward retarded development in every line of agriculture. Wine-making almost came to a standstill, but with the revival of agricultural pursuits it was one of the first industries really to show progress and its commercial history dates from this period.

The planting of vines commenced in earnest in 1856, and by the following year their number had increased 700,000, while in the year succeeding that 1,700,000 more were added, which made the number of grape vines in the State 3,954,548. The widespread interest which had been awakened in the industry was shown by the fact that plantings were made in almost every country. Los Angeles led with over 1,500,000 vines, and Santa Clara was next with only 500,000. Undoubtedly this activity resulted in the manufacture of a large quantity of wine, but it is impossible to secure statistics regarding the production for this time. The output must have grown steadily, for in 1865 it totaled nearly 2,500,000 gallons, while fifteen years earlier only 60,000 gallons were made, nearly all of which came from Los Angeles county.

### Importance of Viticulture.

Viticulture has always been aided considerably by legislation in this State. The tax on vines under four years of age was removed as early as 1859. Following this, the appointing of the committee to investigate the industry—whose work has just been dealt with—was probably the most important step ever taken in viticultural interests. Twenty-two years after this, resolutions were adopted for the protection and promotion of grape-growing. Even as recently as 1909 another series of resolutions was passed requesting the enactment of legislation—Federal, State and Civic—to foster the industry in this State. The reason for all this is quite apparent from the fact that \$150,000,000 is invested altogether in the various branches of viticulture, and between 250,000 and 300,000 acres of grapes are now cultivated in the State.

In many respects wine-making is the most important division of the grape-growing industry in California, although its other branches have also risen into great prominence. However, the producing of wine has been so intimately connected with the agricultural growth of the State, its industrial importance has covered such a period of years, and it has brought such great returns, that it has always received especial consideration. Then, too, wine is almost exclusively a product of California as far as North America is concerned.

### Future of the Industry in California.

It is quite probable that California wines will aggregate in value this year at least \$25,000,000, and developments will undoubtedly cause a large increase over this as time goes on. Grape-vines are being planted all the time, for the fruit grows well in almost every part of the State and is very remunerative. The counties around San Francisco Bay all yield large crops. In the vicinity of Los Angeles, and in the interior valleys all over the State, much grape land is cultivated. The importations from Europe still total nearly \$10,000,000 in value every year, and wines from the lands across the Atlantic will always be in demand, but despite this the opportunities for the disposal of the California product are increasing in every section. A great advance in production may be expected, therefore, during the coming years.—By Edwin E. Schallert in the Los Angeles Times.

### CUPERTINO VINEYARD SOLD.

The largest deal in vineyard property completed for a long time was that consummated on the 14th of September, when Mr. Edwin A. Wasserman of San Francisco purchased the winery and lands of the Cupertino Vineyard Company for \$80,000.

## LAWS OF MAN AND THE LAW OF FERMENTATION.

**M**R. HENRY J. KALTENBACH, president of the National Wholesale Liquor Dealers Association of America, was invited to read a paper before the eighth international congress of Applied Chemistry, which is holding its session this week in New York City. In response to the honor extended to him, Mr. Kaltenbach prepared and read on the afternoon of September 9th a very able paper, choosing for his subject, "The Laws of Man in Their Relation to the Manufacture and Sale of Products Resulting from the Natural Law of Fermentation." He said in part:

Fermentation is an entirely natural process and must have been going on in nature long before man appeared, and man observed and began to use the process in very remote times, first in the transformation of grape juice into wine. This process we now know to be the spontaneous action of the micro-organisms in the yeast-cells in the grape juice, by which action the sugar is transformed into alcohol.

Distillation is also an entirely natural process, being merely vaporization and condensation, and occurring constantly in nature, as in the vaporization of sea-water by the sun's heat and condensation as rain. Man observed and used this process and began the distillation of alcohol from wine in very ancient times.

The first uses of alcohol (spirit of wine) were as medicine, and the monks of the middle ages, generally skilled in this art, began to produce alcoholic liquors. These spread into use as popular beverages. The fermenting of wine and distilling of alcoholic liquors requires only the simplest sort of utensils. All the modern improvements in distilling apparatus have not changed the essential features of the process, but have greatly purified the product.

The materials for making alcoholic liquors are found in variety and abundance in practically every country and climate. With the materials conveniently at hand and the necessary apparatus easily available, men have been making and using such liquors for thousands of years. The great historical fact about such liquors is that from their first knowledge of them human beings everywhere have constantly craved and demanded them, notwithstanding all obstacles and restrictions. This demand creates the supply, according to the economic law, which is the statement of a natural and inevitable process.

Artificial restrictions against the use of such liquors arose at an early period. The power of government and law was used against the human appetite for liquor. The first efforts were along the line of the first impulse of human nature, to prohibit the use through the overwhelming power of government. Early prohibition edicts were not effective or lasting. The system of State taxation and regulation soon came into use. Governmental law does not, like religious law, destroy the demand by affecting the judgment and conscience of the individual. Governmental laws inevitably involve constant conflict between the government and the individual, with varying success by the government according to the sort of laws it attempts to enforce.

Practically all forms of liquor laws deal with the retail sale and may be divided roughly into four classes:

(1) The Licensing System, (2) the Scandinavian or Company System, (3) State Monopoly, and (4) Prohibition. The Licensing System is the oldest in extensive use and most successful, and yields great revenue to governments. The other systems have decided disadvantages, and prohibition, the most extreme of all, is not effective, and even its advocates admit that it is not enforced.

Official evidence shows illicit distillation in the prohibition State of the United States, and illicit distillation means impure liquors. The advocates of prohibition confess its failure in such States by demanding additional legislation. Long experience in this and other countries shows that it is so easy to make liquor that the people who demand it will not be without it, no matter what the law declares. The United States Government with the great revenue at stake, uses the greatest possible efforts to keep down illicit production. Without the revenue, no Federal or State Government could pay the expense of such service.

The advanced countries of the world, which, for the most part, use the licensing system, show a gradual lessening of the misuse

of alcoholic liquors. This is caused principally by the improved living conditions of the people and the advance of popular intelligence, resulting in greater self-control. The real way of further progress is to extend these rational methods of human betterment. Fanaticism and unreason must be overcome, and it is important for all industries that the capital invested under the sanction of our laws in establishments producing fermented and distilled liquors should have fair treatment. The manufacturers using alcohol for industrial purposes would have great difficulty under the prohibition system in getting their necessary material under satisfactory conditions.

## FOURTH INTERNAL REVENUE DISTRICT ABOLISHED.

**A** WASHINGTON dispatch announces that the Fourth Internal Revenue District, the headquarters of which are at Sacramento, is to be abolished, effective October 1. The reason for this is that Congress has failed to make appropriations sufficiently to sustain all the government establishments and it is necessary to dispense with some in order to avoid a deficit. The Fourth District will be consolidated with the First, which has its headquarters in San Francisco, officials at San Francisco having already received instructions to take over the effects of the district that is being done away with. It is worth while to note that the Fourth District has been in existence since 1862. Many consolidations have occurred, but the district has remained intact, the headquarters being at all times at Sacramento.

In this connection the general public will have reason to regret that the Fourth District has ceased to be, inasmuch as the genial and accommodating collector at Sacramento, Mr. Shippee, will be missed. While acting in his official capacity at Sacramento Mr. Shippee has well confirmed his claims to popularity. His bearing toward all those who had dealings with him was such as to win for him a world of friends. Wherever Mr. Shippee may go and in whatever channel of life he may enter, the PACIFIC WINE AND SPIRIT REVIEW wishes him all the success that his just and generous conduct entitled him to.

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# PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VINICULTURE

R. M. WOOD - - - - - EDITOR AND PUBLISHER

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## NEW HOPE FOR CALIFORNIA WINEMAKERS.

WITH his proverbial foresight, Mr. C. J. Wetmore, president of the Wetmore-Bowen Company, proprietors of Cresta-Blanca wines, sees, through the opening of the Panama Canal, a more brilliant future for the wine industry of California than the most optimistic of those who wish well for the State have been able to dream of. In an interview with a representative of the PACIFIC WINE AND SPIRIT REVIEW, Mr. Wetmore said:

"It is practically a certainty that the Panama Canal will provide California with a home market which will take all the wine that the State can produce. At present it is difficult to estimate what the rate of increase of population consequent upon opening the canal will be. The rich and fertile Pacific Coast States should attract people in greater numbers than the States of the Atlantic seaboard attracted them in the past. It must be remembered that there is in the very name of California something so allied with romance and hope that those who seek to better their conditions are drawn by it. I would not care to make any forecast as to what the numerical increase in the population of the coast will be, but if it should amount to 5,000,000 or 6,000,000 as the most conservative conjecturers believe it will, it can be easily seen that a home market will be provided for California wines. Most of the immigrants who will come to the State will be from the wine-producing countries of Europe. They will be wine drinkers. They will increase the average amount of wine consumed per capita, and in consequence will greatly stimulate the wine industry. As the time is not very far distant when the canal will be opened, California may expect to feel the beneficial effect on her wine market within a few short years. Not only will complete recovery be made from any possible set-back through overproduction, but a steady and continual improvement in conditions will be brought about."

## ROWELL AND UNDERHANDED PROHIBITION.

It is announced from Fresno that the anti-saloon forces are planning to make prohibition go in that city. While the local option league deny that they are prepared to enter the fight it is admitted by them that they contemplate a move in that direction in the near future. So long as it is known that a meeting is to be held at an early date, saloon proprietors should place themselves on guard. It would be impossible for the anti-saloon forces to win in such a city as Fresno if they did not take the community unawares, and for this reason their slightest movement should be watched. As the PACIFIC WINE AND SPIRIT REVIEW pointed out some time ago, it has been the plan of Editor Rowell of the Fresno "Republican" to dry up the country districts first and afterward attempt to make his tactics successful in the city of Fresno. Saloon men in Fresno should know that the abilities of Rowell are of the Pecksniffian order and they must meet his hedging and quibbling by directness and vigilance.

## The Candidacy of Congressman Needham

THE peculiar political situation that exists in the State of California requires careful consideration in order that industrial sacrifices may be avoided. Industrial welfare has taken precedence over political questions. In the present situation men who are more closely identified with the industrial than with the political interests have been aligned in such a way that, through their defeat at the November elections, the industries of the State may be seriously jeopardized. If actual setbacks do not take place, advances in keeping with past and present development will not be sustained if certain candidates are not elected.

One example of this should be clearly brought to the attention of the people of the State. This is the candidacy of Congressman James C. Needham for re-election in the Sixth District. Mr. Needham has for fourteen years represented California in Congress. In order to discharge his duties in keeping with the trust placed in him he has kept himself so well posted on all matters of interest to California that it can be said that no man in Congress is more thoroughly informed than he relative to the details of the State's products. He has proven himself to be an invaluable friend of the State's industries in all branches, and his record in Congress speaks for itself. Time after time he has shown himself as a protector of California's interests against adverse legislation.

Mr. Needham is a member of the most important committee in Congress, namely, the Committee on Ways and Means. When he was appointed to this committee at the beginning of his fourth term he stood at the foot of the Republican line. At the present time he is Number 5 in that committee, and, owing to the fact that some Republican Congressmen will not stand for re-election, he will be Number 3 or higher if returned to Congress. This means a great deal to California, but there are a great many persons in the State who may fail to appreciate it. In few words it means that the wine growers, wine merchants and those who handle other products of California would have a ranking representative on the Committee of Ways and Means, which has jurisdiction on all matters referring to tariff and revenue. If Mr. Needham should not be re-elected California would absolutely lose representation on the Ways and Means Committee, no matter who the man sent to Congress might be.

This is such an important matter to California that, without endeavoring in the slightest manner to cast any disparaging reflection on his opponents, the PACIFIC WINE AND SPIRIT REVIEW is duty-bound to voice the belief that Mr. Needham should be re-elected and that he should have the support of all the voters in his district irrespective of parties or of policy of a partisan nature. It is on the broad principle that sustains industrial development in California that we make this stand. The record of Mr. Needham is such as to hold full confidence of all industrial classes in the State, and his years of experience in working for the advancement of industries has made him the foremost and worthiest factor of industrial progress in California. He is allied more with the State's industrial welfare than with its politics on partisan lines. No matter how brilliant another man might be he could not carry the weight on the Committee of Ways and Means that Mr. Needham carries.

It is our sincere wish that all persons who have the welfare of California at heart, whether they reside in the Sixth District or not, will do all within their power in support of the candidacy of Mr. Needham.

It seems hardly necessary to state that Mr. Needham has proved to be one of the most influential and sincere friends of the California wine industry that ever went to Congress.

## PHIZ. SERIES POSTPONED.

Owing to the fact that everybody connected with the wine industry is now, and will be for several weeks, almost too busy to sleep, the editor has found it necessary to temporarily postpone the monthly biographies under the heading of "Phizes." The work will be taken up a little later.



## OBITUARY

It is with sincere regret we announce the sudden death from apoplexy at Mount Pocono, Penn., of B. Erle Severns on September 3rd. As he was a man who enjoyed excellent health, his untimely taking off was a severe shock not only to his family and friends but his many associates in New York and California. Mr. Severns was manager of the Italian-Swiss Colony branch in New York, which position he assumed in 1901, and in which he had met with signal success. Prior to that he was prominently connected with the business department of the Italian-Swiss Colony in San Francisco. In this capacity he developed business qualities that put him in line for the more responsible position in the metropolis when the opportunity was presented for his advancement.



*B. Erle Severns*

A small mining camp in Tuolumne county, Cal., was the scene of his birth, which occurred in 1863. He began his commercial career as a clerk in a wholesale crockery house in San Francisco, was later a successful traveling salesman for the same concern, and eventually joined forces with the Zellerbach Paper Company, also of this city.

Mr. Severns was a man of fine character, wholesouled, full of the brightness of life, born for high business accomplishments, a good friend and fond parent. He was a nephew of Andrea Sbarboro, secretary of the Italian-Swiss Colony.

Speaking from a friendship extending over eighteen years, the writer can heartily say that the California wine industry can ill afford to lose a man of Mr. Severns' personality and exceptional abilities, while by his friends his sudden taking off will long be mourned. The sympathies of the REVIEW are sincerely extended to his family.

### AMI VIGNIER

**M**R. AMI VIGNIER, one of the best known liquor merchants on the Pacific Coast, succumbed after a short illness on the afternoon of September 21, at his home in San Francisco. Mr. Vignier reached the ripe old age of 82 years. Up to the last month he conducted in person the very important business which he had established during his long residence in California. He was born in Geneva, Switzerland, and came to California in 1849. At first he ventured in the mines and afterward identified himself with the business in which he was active almost up to the time of his death.

Practically all his interests are in San Francisco. He is survived by his wife. The business of A. Vignier Inc. will be continued as before.

### JAMES J. HALL.

James J. Hall, manager of the St. Francis Importation Co., connected with the St. Francis Hotel, was murdered on Sept. 18 by a half-brother, Abraham Hall, aged 18 years. The crime was the result of insane jealousy, the murderer also slaying Mrs. Hall and committing suicide immediately afterward. James Hall had the management of the St. Francis Hotel wine cellars since the original opening of the famous hostelry, and organized and also managed the St. Francis Importation Co. He was the ablest wine steward on the coast, a manly man, successful in business and possessed of a host of friends, who will mourn his cruel taking off. He was only thirty years of age.

The management of the St. Francis Importation Co. and of the wine cellars has been assumed by James Reilly, steward of the St. Francis Hotel, who will fill the dual position.

### CONGRESSMAN KAHN WARNS WINE MEN.

On his return from Washington Congressman Kahn called on the editor of the REVIEW with a very important message to the wine men of California, as well as to the distillers and trade of the United States, in connection with the status of the dangerous Kenyon bill.

"In your next issue," said Congressman Kahn, "notify the wine men that on the first Wednesday, after the opening of Congress in December, the Committee on Alcoholic Beverages will call up the Kenyon bill, and in view of the delay in passing upon the measure at the last session, you may be sure the friends of the bill will get action as quickly as possible. I must tell you the situation is to say the least, dangerous, and all who are sincerely opposed to it should be on the ground or represented. The wine men must be there equipped to put up a strong fight. It goes without saying that the bias-minded people behind the measure will be there in great force and with much influence. The Californians must not belittle the importance of the situation, and they must lose no time in getting into fighting shape."

From responsible sources at Washington, the REVIEW learns that there are not more than forty members of the House of Representatives who have the backbone to stand up and oppose this proposed infamous measure. They are the same kind that passed the anti-canteen law at the behest of the W. C. T. U., and they are just as big jelly fish now as then.

Democrats are not supposed to promote sumptuary laws, but this Democratic Congress gives the lie to their eternally reiterated declarations against such laws by its present attitude, which seems favorable to the Kenyon bill.

"You-all" better be up and doing. Among other things do all you can to return Mr. Kahn to Congress. He is one of your best and most influential friends.

### SIMONDS MACHINERY COMPANY'S SALES.

**D**URING the present season the Simonds Machinery Company has had several satisfactory transactions with the leading wine makers of the State of California. The company has sold several wine pumps to the more important firms, including the California Wine Association. It has had reports of very satisfactory service performed by its portable wine pump. This pump is mounted on a truck and may be shifted about readily. The pump itself is driven by electric power. It is bronze fitted throughout, not only the metal parts usually made of copper or brass, being of bronze, but the suction head and packing as well. This has been done with the view of avoiding any chemical action whatever that such material as rubber or iron might have on wine. One of the pumps recently put into service at St. Helena has given especial satisfaction.

## Prohibition Not Popular With Our Presidents

WITH the possible exception of the Hayes administration, wine has always been served liberally to guests at the White House dinners.

Washington Irving tells us that the father of our country, George Washington, always kept his cellars at Mount Vernon and in the presidential mansion, filled with choice wines. He particularly liked Madeira.

An instance of his liberality of thought and action has been cherished by Irish-Americans. On the 17th of March, 1778, after the terrible winter at Valley Forge, Washington learned that some Irish soldiers in his command were half-heartedly trying to celebrate St. Patrick's day without a drop of "the mountain dew" within sight or smell. From his gloomy height, he stooped down and gave orders that generous potions of hot punch he served the men. And those soldiers who were born in one oppressed country, and who were fighting their oppressor in another, first and last, gave Washington the toast.

John Adams was simple in his own living, but was not parsimonious in serving his guests with the best the markets and wine cellars afforded.

President Thomas Jefferson, who had been Minister to France and knew the salutary effect of wine, said: "I rejoice as a moralist at the prospect of a reduction of duties on wine by our National Legislature. It is an error to view a tax on that article as merely a tax on the rich. It is prohibition of its use on the middle classes, and a condemnation of them to the poison of spirits. No nation is drunken where wine is cheap, and none sober where dearth of wine substitutes ardent spirits as its common beverage."

When the British swooped down on our primitive capital, in August, 1814, and took possession of the White House, they did not overlook President Madison's fine wines.

The Monroes, according to Catherine Frances Cavanagh, were the most dignified occupants of the White House up to their own time. And though they insisted on the strictest etiquette, they served wine at their private table, and to their guests at state affairs.

Like his father, John Quincy Adams was temperate, though not a total abstainer, and he did not dream of departing from the custom of gentlemen of his day—to furnish whisky, punch and wine to invited guests.

Andrew Jackson furnished his guests with everything from hard cider to hard whisky, while Van Buren served a brand of wine known as "The Supreme Court Madeira" almost exclusively, and thus caused some grumbling among those who liked more burning stuff.

No one doubts for an instance but that William Henry Harrison (good soldier that he was) had to include whisky, etc., in his camp chest, and, if he is not written down in the social history of Washington as a splendid entertainer it is because his reign was cut short by death.

Tyler was a "prince of entertainers." His cellars on his Virginia plantation and in the White House were stocked with choice wines. He was not a heavy drinker, but a regular one, and a temperate man in every respect.

The Polks kept up the dignified hospitality shown by the Monroes; and though Mrs. Polk was an extremely pious lady, there is no record of her having a decided opinion on the temperance question. Their attitude was adopted by the Taylor, Fillmore and Pierce administrations, respectively.

Buchanan made the White House almost a public inn—so lavishly did he entertain his guests—without cost to anyone but himself. His wine list was large and varied. The story runs that he had a couple of barrels of whisky that came through the lines during the whisky rebellion—and it was fine.

Andrew Jackson is said to have had his private "black bottle" ever with him, although he never drank to excess.

Lincoln was not a total abstainer, as those who try to make him a saint, today, would have us believe. There are men living who recall that Lincoln enjoyed a glass of strong stuff now and

then, but he never drank to excess. Grant entertained most lavishly.

President Arthur was most particular about the wines served at his table. His wine list was fully as long as that of President Tyler, whose memory was long cherished by the old "topers" of the capitol, and Grover Cleveland also provided the best for his guests. When Harrison arrived at the White House he, also, saw fit to ignore the plea of temperance organizations that he banish wines from state dinners.

When President McKinley was approached by members of his church on the subject of intoxicants at the White House, he stated gently and firmly, that, as a member of the Methodist Church, he did not use intoxicants, and that, at his private dinners he would follow the custom of his Canton home, merely to offer mineral and other water, but that, in his official position he was called upon to and would offer wines to such guests as he entertained because of his public position; that he had no right, moral, or otherwise to inflict his personal conduct on such guests.

While Theodore Roosevelt is not what is known as a lover of intoxicants, he has been the cause of more than one upheaval in temperance circles. When he first entered the White House the question of barring intoxicants from the state and other dinners was brought before him, as it had been broached to every president who succeeded the first temperance president, Rutherford B. Hayes. He refused to make any promises which would banish wine from the mansion. In this, he followed in the footsteps of Garfield, who told the temperance delegation that "a man's house is his castle" and intimated that it is not the business of any society to reform the customs of the White House.

President William H. Taft, while not a drinking man, provides wines at all state functions. He has not hesitated to express his views on prohibition, for in his treatise on the "Four Aspects of Civic Duty," he says:

"Nothing is more foolish, nothing more utterly at variance with sound policy than to enact a law which, by reason of condition surrounding the community, is incapable of enforcement. Such instances are sometimes presented by sumptuary laws, by which the sale of intoxicating liquors is prohibited under penalties in localities where the public sentiment of the immediate community does not and will not sustain the enforcement of the law. In such case the legislation usually is the result of agitation by people in the country districts who are determined to make their fellow citizen in the city better. The enactment of the law comes through the country representatives, who form a majority of the Legislature but the enforcement of the law is among the people who are generally opposed to its enactment, and under such circumstances the law is a dead letter. The constant violation or neglect of any law leads to a demoralization of all laws."

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### MONOGRAPH ON "COMMERCIAL ORGANIZATIONS."

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TRADE associations throughout the country will be interested in a bulletin soon to be issued by the Bureau of Foreign and Domestic Commerce, Department of Commerce and Labor, entitled "Commercial Organizations," which gives the results of an investigation by E. A. Brand, formerly commercial agent and now assistant chief of the bureau, of the activities of seventy commercial associations in the United States, with special reference to the development of foreign trade. The territory covered in the investigation included cities in New England, New York, Pennsylvania and also many towns of the Middle West. In addition to the activities in the promotion of foreign trade many other phases of the work of these bodies are described, including industrial exhibitions, methods of developing wholesale and retail trade, municipal publicity, improvement of transportation facilities and service, expansion of industrial enterprises, campaigns for convention membership, etc. While these subjects are treated briefly, are not in such detail as would be possible in a more extended publication, the bulletin should prove of value as a specific record of actual study of the purposes and methods of a number of representative commercial organizations.

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# OF INTEREST TO RETAILERS

## DUNCAN NICOL'S HISTORICAL BANK EXCHANGE.

The Bank Exchange Saloon at the corner of Washington and Montgomery streets, San Francisco, is the one establishment which serves to connect the old days of the city of '49 with the new days of the city of 1915. This saloon is today as it was when it was first opened in 1853. Its marble flagging, mahogany bar and chairs and table, ~~as solid~~ as the olden days, its mahogany glass racks and high-toned mirrors, its engravings of French revolutionary scenes—all came around the Horn and are not only valuable from the standpoint of mere dollars, but from that of art and antiquity as well.

This establishment has profited by the experience obtained by the original owners of the Montgomery Block, on the ground floor of which it is located. These pioneer owners found all that they had in the shape of a building wiped out six times by fire. When they decided to erect the present structure they determined that it would be one that would defy fire, and the extent of their wisdom is shown by the fact that the building was left intact after the disaster of 1906.

The Bank Exchange Saloon was founded as the result of a desire on the part of respectable citizens to avoid association with an element which was, to say the least, undesirable. At Montgomery street, in the vicinity of Broadway and Pacific, a colony of ex-convicts from Australia had been established. To effectively separate themselves from the roughs the respectable people confined their patrons to the Bank Exchange Saloon, where the minimum price for a drink was "two bits." The saloon was, therefore, founded on Puritanism. All about the place there was an air of refinement. The walls were covered with chaste oil paintings, gambling was excluded and everything was first-class.

This saloon is still a gentleman's saloon. Mr. Duncan Nicol, the presiding genius of the establishment, will tolerate no person who has any inclination to be rough and uncouth. Even a millionaire must behave himself when within the precincts over which Duncan is the responsible head. And the place continues to be a success. It might be said that Duncan has added largely to the success by his capability of mixing drinks, particularly "Pisco Punch," and a lifetime devoted to the business.

An article which appeared recently in a local paper deals exhaustively with the Bank Exchange Saloon and pays a tribute to the establishment. There is no doubt that the place has no rival in popularity as a landmark in San Francisco.

## OKLAHOMA PROHIBITION HELPED.

JUSTICE AMES of the Supreme Court of the State of Oklahoma has handed down a decision which is designed to make prohibition in that State absolutely certain. In consequence of this action is to be instituted against all corporations that deliver intoxicating liquors to others than the identical consignees. In the opinion of the Attorney-General of the State the effect of the decision will be far-reaching and tend to cause the operation of the prohibition laws to be more effective. Only the consignee may be permitted to take the shipments from the common carrier. The system of distributing agencies is put on the garbage pile.

There is but little doubt that the methods that are being pursued by the prohibition element will react. When commerce is hampered by preventing distillers and brewers from shipping their products to distributing agencies and force them to ship directly to the purchasers a moral law is violated, whether it be embodied in a constitution or commercial code or not. Such methods have been practiced in Morocco under barbarian rule, but civilization condemned them with very good results.

## INVESTIGATE LEGISLATIVE CANDIDATES.

It is high time for the wine and liquor men and all who are lovers of personal liberty to carefully investigate the candidates for election to the next Legislature, as to their attitude toward the California wine industry, as well as to how they stand on prohibition and local option. The Anti-Saloon League schemers are going to try to amend the Wyllie local option law so as to make the county the unit, thus bringing the incorporated towns within the power of the country vote. In other words, to deprive the cities and towns of home rule and let the hay-straw voter in the back country run the country districts and the towns as well. Nice jug-handled proposition this. Nevertheless they will force it through if they are not fought from start to finish.

Remember what the last Johnson bunch of reformers handed the wine and liquor interests, and prepare to block their game at the coming Legislature.

**"Luxus" Beer in California.**—The past year has been one of uninterrupted prosperity for the Rathjen Mercantile Company. In all the branches of the liquor business in which the company is engaged very good business has been done. The demand for "Luxus" beer, for which the company is the distributing agent in San Francisco and the State of California, has been satisfactory throughout the year. While conditions during the past month may have been unusually good the company has not observed them owing to the continually favorable state of affairs of the entire year. "Luxus" beer appears to be an established article of consumption in California without regard to time or season.

Ed. Rondel of the famous Market Cafe, 540 Merchant street, is with Mrs. Rondel spending a well-earned vacation with his brother-in-law on one of the big ranches in Esmeralda county, Nev. The Honorable Peter Gouailhardou, the noted chef of the same institution, returned recently from an outing at the same place, but had the misfortune to wrench his ankle and is, therefore, up against a hard proposition, having the work of running the whole business, which is no small task.

Local option election will be held in Enterprise, Oregon, now dry in theory but wet in reality, and Dufur, which voted to stay wet two years ago. The city of Grants Pass will also vote on the liquor question at the general elections.

Deary, Idaho, has gone dry with a vengeance. In order to make up the deficit which the county faces as a result of closing the saloons fees for all classes of business have been increased enormously. For instance, peddlers will be required to pay \$10 a day for the right of peddling. Business will undoubtedly suffer and the county will not be benefited.

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Whiskey at  
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Good whiskey is every persons good friend. To prove it, say you try "A drop of old I. W. Harper! There! Opinionated? Well, well, how do you like the 'taste that tempts.'"

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**HARPER**  
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SAN FRANCISCO



### A LAW AGAINST FAIR PLAY.

THE Supreme Court of the State of California has rendered judgment to the effect that the local option law is valid. While the people of the State must bow to this law, it is necessary that a movement be commenced to have it amended so that it will not come in conflict with fair play. The affairs of many towns in the State have been kept in a turmoil owing to the succession of elections which have been unsatisfactory to the part of the community guided by common sense.

In order that a petition might be worthy of recognition it should carry more signatures with it. Any small clique of fanatics can now, on petition, bring about agitation and election which necessitate the expenditure of private and public funds. All reasonable people should insist that those who get the fun should be at least numerous enough to substantially contribute to the paying of the piper. Under the present conditions a few fanatics can secure a great deal of amusement with but little expense to themselves, but at a great cost to the community at large.

A limit should be set to the scope of outrage that can be committed by those whose minds are narrow and purses tight. In such a State as California, where the interests at stake are large, every care should be taken to curb the danger of the stupid law which assails the general prosperity to please a few militant bigots.

It would be better to have no local option law at all than to have the one now rampant. The sensible people of the State should present a solid front and make their views known to the Legislature.

**John Rapp and Company Report Good Business.**—The distributors of Rainier Beer, John Rapp & Son, with headquarters in San Francisco, report that business for the past month has been exceptionally good and indications point to the continuance of favorable conditions. Mr. Rapp Senior is on a visit to Europe.

### JESSE MOORE HUNT COMPANY REPORTS IMPROVEMENT.

The past month has shown an improvement over the previous months of the year. This improvement has been noticeable all over the State as well as in the city of San Francisco. Good business conditions exist in Southern Oregon and Northern California and the general situation is much better than it was during the same month last year.

### MADERA STILL WET.

AT Madera, on September 11th, Judge Monroe decided in the contested election case that the contestant had lost jurisdiction on account of delays beyond the limit specified by statute. Monroe left the case open for appeal in case such step should be taken. The judge wanted to take the case up on the evidence and leave the jurisdiction matter to be settled by a higher court, but insistence was made that he rule on the jurisdiction point. This he did and the case was thus taken from the jurisdiction of Madera Superior Court.

The point on which the ruling was made was that in postponing the case for twenty days by stipulation the case was stipulated out of court. The whole case turned on a decision on this technicality and no witnesses were examined or evidence taken. A. M. Drew of Fresno represented the drys, and R. E. Rhodes the wets. Mr. Drew took exception to the ruling and will apply to a higher court for a writ of mandate to compel the case to be tried. On the decision of the higher court will rest the question of whether the contest case is ended or whether it shall be ordered tried at Madera at some future date.

### ELECTRIC HOTEL FOR PARIS.

AN electric hotel is to be erected in Paris very shortly, in which the domestic service will be performed by electricity. The guest requiring breakfast or his morning's mail, for instance, just calls for it from bed or chair—no telephone is required, his voice being transmitted by resonators to the central office—and whatever is asked for is delivered at once without the agency of waiters.

In the dining rooms the waiters will be replaced by mechanical devices which will act, declares the inventor, with far greater promptness and skill than the mere human attendant can be expected to show. The air of the hotel will be heated in winter and in summer will be chilled by electricity, down to freezing point if required. A winter garden attached to the hotel will be filled all the year around with giant flowers and plants artificially raised by electric intensive culture. Brilliant moonlight and sunlight effects will be produced when the sun and moon are out of sight.

In small arbors round the garden teas and supper will be served automatically, intimate tete-a-tetes thus being able to proceed without any annoying interruptions. One of the features of the hotel will be an electric orchestra, in which all kinds of stringed instruments will apparently play of their own accord.

The inventor, a Frenchman named Giorgia Knap, who has spent years experimenting with the various devices, asserts that they are now all absolutely perfect, and has formed a company under the name "Societe des Hotels Electriques" for the purpose of building electric hotels in every big city throughout the world.

WE HAVE NOTHING TO OFFER THE TRADE, EXCEPT

**Fine Goods, Square Prices  
Honorable Dealing**

SOLE AGENTS AND DISTRIBUTORS  
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**"Castlewood" Bourbon and Rye**

**CARTAN McCARTHY & Co.**

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**SAN FRANCISCO**

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LUNCH, GRILL & WINE ROOMS.

SECOND BELOW MARKET

San Francisco, Cal.

FINE GOODS A SPECIALTY  
MERCHANTS LUNCH 11 A.M. to 2.30 P.M.

W. F. **Roeder's**  
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834 MARKET STREET

Opp. Emporium

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**"The Cabin"**  
PURE GOODS

BERT LEVY, *Proprietor*

105 MONTGOMERY STREET : : : Near Sutter St.

"ONLY THE BEST THE MARKET AFFORDS"

CUISINE AND SERVICE EXCELLENT



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**Coppa**  
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MUSIC EVENINGS

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SAN FRANCISCO

**E. H. Taylor Jr. & Sons**  
INCORPORATED

THERE IS NO SUCH CARE OBSERVED IN THE MANUFACTURE OF ANY OTHER WHISKEY, IN OR OUT OF AMERICA, AS IS OBSERVED IN THE MANUFACTURE OF

**Old Taylor**

IT IS MANUFACTURED AT GREATER COST THAN IS ANY OTHER WHISKEY.

IT IS THE LEADING BEVERAGE WHISKEY OF AMERICA.

IT IS IN A CLASS BY ITSELF.

TO NAME IT IS TO PRAISE.

FURTHER PRAISE WOULD BE

"TO PAINT THE LILY - TO GILD REFINED GOLD."

Frankfort, Kentucky.

House Founded 1853

**Bank Exchange**

BACK AT THE SAME OLD STAND

SAME OLD GOODS

SAME EXCELLENT SERVICE

THE FIRE DID NOT GET ME

*I Import Famous Old Campbelltown SCOTCH WHISKY*

*Pisco de Italia, Madeira Wine*

*Sazerac de Forge & Sons' Brandy*

DUNCAN NICOL, PROPRIETOR

S. E. CORNER MONTGOMERY AND WASHINGTON STS.  
SAN FRANCISCO

THE OLD RELIABLE

1871 **GATO** 1871

**Clear Havana Cigar**

S. BACHMAN & CO. (Inc.)  
DISTRIBUTERS

**LASH'S BITTERS**  
TONIC LAXATIVE

## Compliments for Improved "Review"

### FROM ITALIAN-SWISS COLONY.

San Francisco, Sept. 19, 1912.

**M**R. R. M. WOOD, Editor PACIFIC WINE & SPIRIT REVIEW. Dear Sir: We wish to compliment you on the appearance of your August 31st number, which with its new face of type is a pleasure to read. Your selection of news is always good and we find your statistics valuable for reference matter.

With best wishes for your continued success, we are,

Very truly yours,

ITALIAN-SWISS COLONY.

By S. Federspiel, General Manager.

### FROM ALEX. D. SHAW & CO.

San Francisco, Sept. 13, 1912.

**M**R. R. M. WOOD, Publisher PACIFIC WINE & SPIRIT REVIEW. My dear Mr. Wood: Your August issue of the PACIFIC WINE AND SPIRIT REVIEW is just before me and I cannot refrain from remarking about its attractive appearance. I have read it with a great deal of interest, and it is with pleasure that I compliment you upon not only the many items of news about the trade contained therein, but the abundance of valuable information offered. Believe me,

Sincerely yours,

EDWIN C. HAMMER, Mgr.,  
Alex. D. Shaw & Co.

### FROM CIOCCA-LOMBARDI WINE CO., INC.

San Francisco, Sept. 16, 1912.

**E**DITOR PACIFIC WINE AND SPIRIT REVIEW—Dear Sir: We congratulate you upon your August issue, and upon the progress that you have made lately in giving items of news in the wine business. Such items are of keen interest to the trade in general, and we wish you continued prosperity in your undertaking.

Yours very truly,

CIOCCA-LOMBARDI WINE CO.

By Dondero.

### FROM THOS. W. COLLINS & CO.

San Francisco, September 23, 1912.

**R.** M. WOOD, Editor WINE AND SPIRIT REVIEW—Dear Sir: We have received the August issue of the PACIFIC WINE AND SPIRIT REVIEW and are very pleased with the appearance of the paper as well as the very interesting way in which the large number of articles in the issue are handled by you.

We like the attitude your paper takes and always has taken on the prohibition question, and if some of the misguided pros. ever read your statistics headed "Prohibition Tipplers," we think they would begin shouting for the good old stuff.

Wishing you and your straightforward REVIEW good luck, we are, with kind regards,

Yours very truly,

THOS. W. COLLINS CO.

By J. Renner.

### FROM THE ROSENBLATT CO.

San Francisco, September 23, 1912.

**E**DITOR PACIFIC WINE AND SPIRIT REVIEW—Gentlemen: We wish to compliment you upon the appearance of your August issue; we also grasp this opportunity to commend the works of your review in protecting the interests of this line. Your efforts have been of inestimable benefit.

Yours very truly,

THE ROSENBLATT CO.

By Arthur Rosenblatt, President and Secretary.

### FROM CALIFORNIA WINE ASSOCIATION.

San Francisco, September 24, 1912.

**M**R. R. M. WOOD, Editor WINE AND SPIRIT REVIEW—Dear Sir: Permit us to express our admiration of your new dress. We congratulate you on the vastly improved appearance of the PACIFIC WINE AND SPIRIT REVIEW. It is always a most welcome visitor and whenever we can be of assistance to you in furthering the aims and interests to which you have devoted your journal please command us.

Respectfully yours,

THE CALIFORNIA WINE ASSOCIATION.

F. Frohman, Sales Manager.

### FROM E. H. LANCEL CO.

San Francisco, September 21, 1912.

**M**R. R. M. WOOD, Publisher PACIFIC WINE AND SPIRIT REVIEW—Dear Sir: We desire to compliment you on the very neat appearance of the August issue of the PACIFIC WINE AND SPIRIT REVIEW, which is a credit to the management.

We take this opportunity to assure you that we appreciate your untiring efforts in exposing to the readers of the Review the dangerous tactics of the enemies of the viticultural industry.

Such work as yours can not be overestimated and ceaseless efforts must be continued to save from ruin by its enemies one of the most important industries of our State.

Please accept our best wishes for your continued success.

Very truly yours,

E. H. LANCEL CO.

Per E. H. Lancel, President.

### FROM HIRAM WALKER & SONS.

Messrs. Hiram Walker & Sons, distillers of Canadian Club whisky, so popular on this coast, in writing of the work of the REVIEW and its improved appearance in its new dress, have the following kind comment:

"We have always felt that the PACIFIC WINE AND SPIRIT REVIEW has been a well conducted paper, and its appearance leaves nothing to be desired."

### FROM BERNHEIM DISTILLING COMPANY.

Louisville, Ky., September 26, 1912.

**E**DITOR PACIFIC WINE AND SPIRIT REVIEW—Dear Sir: Accept our congratulations on the great improvement manifested in the August issue of the REVIEW and our thanks for the good work you are doing amongst our common enemy, the prohibitionists. Here in the East we have much good work along the same line to report. Your readers are undoubtedly familiar with the recent victories in Arkansas and Ohio.

Reporting on business conditions in the trade here, we are glad to say that things look better than for several years past and undoubtedly the year will be a prosperous one for the great majority of liquor dealers. We have made very extensive improvements in our plant in anticipation of the heavy fall business that lies before us and believe we can say with confidence that every customer of our house will be taken care of with the usual good satisfaction.

Our leading brand, the great "Old I. W. Harper," has more steam behind it than ever before and we expect to break the records this winter.

Extending heartiest regards to you and our myriad of friends on the coast we remain,

Respectfully yours,

BERNHEIM DISTILLING COMPANY.

By Lee S. Bernheim.

During the December meeting of the State Fruit Growers Association at Fresno, a whole day will be given up to the vine. Prof. F. Bioletti of the University of California, Horticultural Commissioner Frank Swett and H. F. Stoll, secretary of the Grape Growers Association of California, will read papers.



## AROUND THE EAST SAN FRANCISCO BAY DISTRICTS.

**A**N increase in the liquor license of \$20 per quarter has been decided upon by the town trustees of Emeryville. The present fee for liquor license is \$50 per quarter. On the 1st of October it will be \$70 per quarter. There are thirty saloons in the town. The saloon keepers requested the increase.

At Hayward the Golden West Brewing Company, of which Charles W. Heyer is the manager, distributed its first brew Friday, the 13th of September. The brew was pronounced a good one by all who drank it.

The old fight relative to the sale and delivery of liquor in the city of Alameda broke out again during the first week of September. The driver of a wagon for a retail grocery and liquor firm was arrested for delivering liquors without a license. Alameda liquor dealers have long contended that outside firms that have no liquor licenses should not be allowed to solicit liquor orders and deliver liquor in competition with licensed liquor dealers. Up to the present time all attempts to prosecute employees of outside firms have failed.

Charles Sellers of Morgan Hill, Santa Clara county, was one of the leaders in the local option agitation and was instrumental in causing the town to go dry. On September 6 he was convicted of running a blindpig contrary to the law and was fined \$100. He was the first person to be convicted under the new law.

Mr. D. C. McNally, who has long represented the California Wine Association at Livermore, has gone to the San Joaquin valley, where he will be occupied, during the vintage season, under the Sierra Vista Company, which is controlled by George West & Company of Stockton.

On September the 13th the new Raspiller Brewery, formerly the Richmond Brewery, went into active operation. The old plant was completely altered and enlarged so that the new establishment may be considered as modern in every particular. All the machinery of the Raspiller Brewery at Berkeley was moved to the Richmond plant. The brewery will manufacture Golden State steam and lager beer, well known throughout the State. It will be one of the largest concerns about the bay.

All of southern Solano county, excepting Suisun, Vallejo and Benicia, will vote on the liquor question at the coming election in November.

On September 12 the Board of City Trustees of Benicia decided to issue no more liquor licenses until the licenses in the city of Benicia are reduced below the number of fifteen. The board fixed the minimum fine for selling liquors without a license at \$500.

Eight saloons on the Benicia road, between Vallejo and Benicia, will be affected by the elections which will be held in November.

Legislation which will regulate cafes and clubs is to be enacted at Vallejo. Restaurants and clubs which sell liquors will be required to pay \$25 a quarter for their licenses. The law will specify that liquor in original packages shall be served only at meals in restaurants. The law will not affect clubs which are duly incorporated for legitimate purposes, namely, the dispensing of liquor to members, but it will effectually regulate those organizations which are formed merely for the purpose of evading the law in regard to the sale of liquor.

Antioch City Trustees have passed an ordinance that saloons be closed between 1:00 and 5:00 a. m., and that no music or singing be permitted in saloons after 10 p. m. and on Sunday.

## MICHIGAN CIDER AND WINE MAKING FINISHED.

**T**HE Supreme Court of the State of Michigan has passed a ruling on the local option law which does away with the making of wine and cider in dry counties except for the personal use of those who make them. This is considered as a very good ruling, inasmuch as the farmers who would vote prohibition for others to their own profit, will now find that the local option law can be made to work both ways. Farmers have been especially anxious to vote for local option which would permit them to make wines and ciders and dispose of them at a profit without competition. "Mida's Criterion" is of the opinion that the Supreme Court of Michigan has offered the only argument which will appeal to

the sense of justice of the farmers, namely, an appeal to their pocketbooks.

## ITEMS OF INTEREST FROM MODESTO.

Modesto, September 25, 1912.

**T**HE long period of contention over the results of the July local option election was brought to a termination on the morning of the fourth of September, when Judge McSorley rendered a decision to the effect that the prohibition ordinance of the city of Modesto was valid. This was the result of the case of Brown & Irwin asking for an injunction to prevent the authorities from closing their saloon establishment. A decision was also rendered in the case of Charles Zani, who was charged, as a test, with selling liquor in Stanislaus county, and who made an application for a writ of habeas corpus. This decision was adverse to Zani. In this way the saloon men who were voted out of business on July 20th lost their fight to have the new law declared invalid. Following upon this came the suit of George Pike demanding a recount in an effort to wipe out the "dry" majority of forty. In consequence of the suit a recount was made in the Superior Court, with the result that, with all the ballots contested as illegal thrown out, the "drys" won with the bare majority of thirteen. This will close the fight to keep Modesto saloons open at the present time. The trouble was all due to the vote of the Wisecarver precinct, recently annexed territory. Of the fourteen saloons which were affected, ten have been converted into restaurants or soft drink resorts, and the other four have closed up.

In Visalia, the dry town, blindpigs are the order of the day. Operators of blindpigs find it quite the fashion to plead guilty and pay their fines, afterward resuming the business.

Madera county is to hold local option elections in the second, fourth and fifth supervisorial districts. All the elections will be held in November. There are six saloons to be affected by an adverse vote in the fifth district and seven in the other two.

Local option elections will be held at Salinas, King City and Pacific Grove at the next general elections in November.

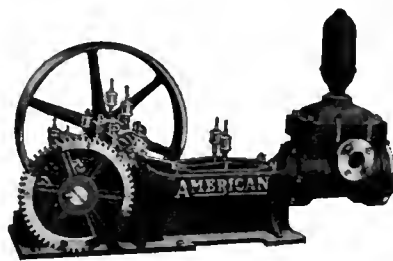
## DEFEAT THESE MEN, IF POSSIBLE.

**O**F the many candidates who will be on the ticket on November 5th there are two in particular who will be looked upon with disfavor by the wine interests of California. One is G. W. Wyllie, the "father" of California's local option law. He is the present incumbent and won the nomination of the Progressive Republicans for the Assembly from the Fifty-fifth district over James M. Burke at the September elections, by the narrow margin of three votes.

The other is the prohibition attorney of the Anti-Saloon League, J. E. White. He is a Progressive and won the Republican nomination for the Twenty-seventh district. Although this is pre-eminently a Republican district, Ed. Walsh, the incumbent and Democratic nominee, carried it in the last election, and his opponent will have to keep moving all the time to secure the district for the Republicans in November.

## Marsh and American

### POWER AND STEAM DRIVEN PUMPS



WINE PUMPS

AIR COMPRESSORS

TANK PUMPS

- - LARGE STOCK CONSTANTLY ON HAND - -  
**Simonds Machinery Co.**  
 12 and 14 NATOMA ST. (near First St.) SAN FRANCISCO

# — MARKET — CONDITIONS

**THE VINTAGE.**—The grapes in most districts developed sugar slowly and in some sections it was necessary to delay crushing until the necessary saccharine strength was developed. The unprecedented storm of the first week in September, which threatened to do considerable damage to wine grapes, proved of benefit, as it aided in filling out the berries. As a result, in many vineyards in localities where the dry season had retarded the growth of the grapes, there will be quite an increase in the yield of wine over the early estimates.

The announced prices of grapes are in most cases exceptionally low. In the San Joaquin and Sacramento districts the figures range from \$5.00 to \$10.00 per ton, \$5.00 and \$6.00 being the prices offered in the Fresno section by the association, and \$5.00 to \$10.00 around Lodi, by independent buyers of small lots. In Sonoma county prices range from \$10.00 to \$14.00; in the Napa valley \$15.00 to \$16.50 for all kinds. In Southern California prices of grapes are as low as the lowest offers in the San Joaquin valley.

**DRY WINES.**—Leading shippers report September business good, with the further announcement that all things considered there is no cause for complaint as to the volume of business done. There is no change in the situation as to the prices of Sweet Wines, and the common varieties of Dry Wines. Furthermore, there is nothing more on the surface to indicate any cessation of the contest that is now going on for the control of the market.

Exports of wine by sea for the month ending August 20th were 1,270 cases and 1,171,341 gallons, valued at \$393,656.

Imports of wine by sea total 5,161 cases, 72 barrels, 178¾ casks, 53 octaves, 39 hhds., 1 butt.

**SWEET WINES.**—There was no production of sweet wines during the month of August.

**BRANDY.**—There is no material change in the situation. Elsewhere in this issue will be found an announcement from Washington of the abolition of the Office of Collector of Internal Revenue of the Fourth District, with headquarters at Sacramento, Cal. No reason is given for the combination of the Fourth District with the First, but it is presumed to be an act of economy due to a shortage in the appropriation. The wine and brandy men who have had dealings with the office of the Fourth District will sincerely regret the retirement of Collector Shippee and his staff. They have always been prompt in their service and conducted their dealings with the public in the best possible manner.

Exports of Brandy by sea for the month totaled 134 cases and 5,470 gallons, valued at \$7,514.

Imports of Brandy totaled 114 octaves, 10 vats, 3,628 cases, 99¼ casks, 10 barrels, 3 hhds.

**WHISKY.**—Wholesalers generally report a satisfactory change from the dullness that has characterized the market for a long time. Business is improving nicely, not only throughout the interior of California and the Pacific Coast, but in San Francisco, where an unusual depression has long obtained. There is every indication that this advancement will continue from now until the close of the great Exposition at least.

Exports for the month ending August 20th by sea aggregated 379 cases, 2,232 gallons, valued at \$7,184.

Imports by sea were of large volume, particularly in case goods. The figures were 21,605 cases, 104 octaves, 293 casks, 3 hhds., 231½ barrels.

**IMPORTATIONS.**—There is a much better feeling among the importers. Business during the month has shown considerable improvement and there is no reason to believe that this will not

continue indefinitely. Imports by sea during the month were as follows:

Gin, 5,210 cases, 47 casks, 164 barrels; Rum, 9 octaves, 297 cases, 2 casks; Grape Juice, 23 cases; Bitters, 2,138 cases; Champagne, 1,107 cases; Liquors, 2,819 cases; American Picon, 310 cases; Brandy, 114 octaves, 10 vats., 3,628 cases, 99¼ casks, 10 barrels, 3 hhds.; Ale, 480 cases, 100 barrels; Kummel, 100 cases; Ginger Ale, 935 bbls., 210 cases; Mineral Water, 70 casks, 1,823 cases; Punch, 10 cases; Mescal, 100 cases; Beer, 475 barrels, 3,168 cases; Vodka, 5 cases; Spirits, 47 cases; Absinthe, 1,205 cases; Stout, 732 cases, 665 barrels; Vermouth, 6 barrels, 6,880 cases; Cordials, 158 cases; Fernet, 250 cases; Wine, 72 barrels, 178¾ casks, 53 octaves, 39 hhds., 5,161 cases, 1 butt.; Sake, 912 casks, 32 cases; Whisky, 21,605 cases, 104 octaves, 293 casks, 3 hhds., 221½ barrels; Lime Juice, 25 cases.

**BEER.**—Business has been good and is holding up well, and brewers believe that there is a whole lot of business to be done before the beer season closes.

Imports of foreign beer by sea were 3,168 cases, 475 barrels; Stout, 732 cases, 665 barrels; Ale, 480 cases, 100 barrels.

Exports of beer by sea were 453 packages, valued at \$4,325.

## NEW YORK WINE MARKET.

There is no change in the California situation. With every indication of a large crop, the growers are trying to unload some of their holdings, in order to make room for the coming vintage. In some localities this move has had a tendency to weaken prices, but in others they have been firmly held.—Bonforts, Sept. 10, 1912.

## SPIRITS AND ALCOHOL MARKETS.

Conditions have improved some during the past fortnight. The demand has increased and prices have become firmer. The high prices of corn caused some of the grain distillers to make slight advances in prices, and with the opening of the fall business, higher prices may be expected.—Bonforts, Sept. 10, 1912.

## CALIFORNIAN WINES TO NEW YORK BY SEA.

September 1-15.

From San Francisco steamer "Californian."

35 bbls.....	Chas. Schueler
100 cases.....	Elmer de Pue
250 bbls.....	C. Manzella & Sons
100 ".....	C. Schilling & Company
500 ".....	Italian-Swiss Colony
100 ".....	Savoy Wine & Importing Company
65 ".....	Chas. Stern & Sons
435 ".....	A. Gazzoler
442 ".....	Order

From San Francisco, steamer "Panama."

74 bbls.....	C. Schilling & Company
540 ".....	Italian-Swiss Colony
818 ".....	California Wine Association
63 ".....	C. Jouard
31 ".....	Roma Wine Company
276 ".....	Lachman & Jacobi
247 ".....	Order

From San Francisco, steamer "Allianca."

1685 bbls.....	California Wine Association
645 ".....	Lachman & Jacobi
35 ".....	Chas. Schueler
200 ".....	Italian-Swiss Colony
558 ".....	Order

W. W. Lyman, the well-known St. Helena vineyardist, attended the annual convention of the American Bankers' Association in Detroit, Michigan, and then proceeded to New York. He will be home in a few days. His son, W. W. Lyman Jr., who has been enjoying a vacation with his parents, has departed for the East for another year at Harvard.



## PERSONAL MENTION AND NOTES.

Mr. and Mrs. Wm. Wehner sent out invitations for a "Vintage Festival" at their picturesque home at Evergreen in Santa Clara county on September 21st.

The Italian-Swiss Colony find the state of trade at this season quite satisfactory. In speaking of the matter to the writer on the 26th inst., General Manager Federspiel said: "Business during August was good. We have no complaint to make as to that matter." All of which is very encouraging.

Thos. W. Collins & Company inform us that they have been appointed coast agents for Messrs. G. F. Heublein's Milshire Gins, distilled at Hartford, Conn. These gins are very popular wherever introduced, and should fare well at the hands of Messrs. Collins & Company.

Alex. D. Shaw & Company, the well known importers at 214 Front street, this city, report business "picking up nicely." Among others of their high-class specialties, their Mont Blanc Vermouth is going into consumption so fast that the firm finds it somewhat difficult to keep up with the orders. They have another large shipment due to arrive shortly.

J. F. Plumel Company, 63-65 Ellis street, report business as having improved nicely during September. This applies to both the wholesale and retail branches of the business. The house makes a specialty of fine imported Bordeaux wines, choice brandies in wood and glass, and is sole agent of the celebrated Van Den Bergh & Company Holland gins.

Louis S. Haas of the Crown Distilleries returned a few days ago from an automobile tour of Europe, and he says he thoroughly enjoyed himself. He met a number of prominent wine men in Paris and Berlin, among them the genial Francis Draz of Francis Draz & Company, who was his companion on the return trip to New York on the steamer "Auguste Victoria." He says the opinion is general among wine men that the champagne of the 1911 vintage will be of much better quality than for many years back owing to the extreme heat that prevailed that year.

**Inglenook Wine's Manager Takes Cheerful View.**—Herman N. Lange, vice-president of B. Arnhold & Company, proprietors of Inglenook Vineyard Wines, takes a very cheerful view of the out-

look for California wines. "August and September business," said Mr. Lange to a representative of the REVIEW, "was materially better than during the same months of last year. We look for improvement steadily from now on. As to prices, we do not believe there will be any cut in good, representative dry wines, and do not see how the present prices of sweets can be maintained indefinitely. From our observations, extending throughout the United States, we are convinced that the general tendency will be upward from time time forth."

The recent purchase of the Escondido winery, at Escondido, Cal., by D. Cozzolino, notice of which was printed in the August issue of the REVIEW, will be found a matter of good fortune to the community which he has selected as his field of operations. Mr. Cozzolino is one of the recognized expert wine makers and blenders of California. He is a graduate chemist as well, having received his technical education in Italy. Having had many years of practical experience in the making and maturing of wines in this State, we feel assured he will give a good account of himself in his work at Escondido.

**Charles Jadeau Returns to France.**—Charles Jadeau, the wine expert who came to California a few years ago at the call of the Italian-Swiss Colony, and under whose supervision the California champagne, which took the first prize at the Turin exposition, was made, left San Francisco for France during the first week in September. Mr. Jadeau will study in Champagne, France, his native province, the latest methods of champagne manufacture, and will later incorporate them in the California wine industry. During his residence in California he has made a host of friends.

Henry Cartan, president of Cartan, McCarthy & Company of this city, is soon to make his home in the beautiful suburban city of Sausalito, thirty minutes ride on the bay from San Francisco. Mr. Cartan is having erected a commodious and artistic residence at a cost of \$10,000. The site commands one of the most magnificent views in California, and is situated in the choicest part of Sausalito, on a bold bluff, abutting on the bay. It will be one of the finest places in this suburb, which is noted for its beautiful homes.

Some time ago Mr. Adolphus Busch, president of the Anheuser-Busch Brewing Association of St. Louis, cabled to a St. Louis friend from his castle on the Rhine as follows: "I once had the intention of purchasing the Southern Hotel, and to reorganize it into one of the finest hostelrys in the land, but our intolerant Sunday law has wrecked enterprise and has stifled liberal spirit. The St. Louis hotels, restaurants, theatres and places of amusement are materially suffering, and many nearing bankruptcy on account of the fatal blue laws. Our competitor, Chicago, is free, and in consequence gets all the benefit of traffic and trade. Chicago on Saturday is the Mecca of all loving personal freedom. They fill its hotels and places of amusement and enjoyment."



## California Wineries and Distilleries

TOWNSEND AND FIFTH STREETS, SAN FRANCISCO

GROWERS AND DISTILLERS OF

# PURE WINES AND BRANDIES

SPECIAL INDUCEMENTS WILL BE MADE, ON REQUEST, TO  
LARGE HANDLERS OF WINES AND BRANDIES (ANY PROOF)

## OHIO DISCREDITS ANTI-SALOON LEAGUE.

THE majority cast for the license amendment surpassed the hopes of its advocates. The view taken of the new situation now confronting the liquor industries is well expressed by Secretary Joseph Debar of the National Wholesale Liquor Dealers' Association, whose headquarters are in this city.

Speaking of the Ohio vote Mr. Debar said: "The result of the election in so far as it affects the liquor industries of the State of Ohio is most gratifying to the officers and members of the National Wholesale Liquor Dealers' Association of America.

"For many years the watchword of the national association has been, 'License, Regulation and Control,' as against the folly and destructiveness and injustice of county or statewide prohibition.

"In 1908 the people of Ohio were carried away by the cry for county local option, so-called, and many cities in the State which voted 'wet,' were forced to become 'dry' territory by the votes of the residents of the counties, many of whom lived miles away from the cities and visited them rarely.

"Naturally these conditions became intolerable, and in a majority of the county elections recently held, when the three-year term expired, many counties voted to permit the lawful sale of liquor.

"The provisions for license in the constitution, which carried, will be satisfactory under a wise license schedule to everybody except the agitators of the Anti-Saloon League.

"It is evident that the voters of the State have become weary with the ceaseless turmoil and insolent interference of that organization.

"The Anti-Saloon League fought license bitterly and it has carried by an overwhelming majority.

"The Anti-Saloon League advocated woman suffrage and woman suffrage has been defeated by over 50,000 votes.

"It is very plain that the Anti-Saloon League is discredited and the people of Ohio are tired of its attempted domination, for those things which the Anti-Saloon League most desired the voters evidently decided they should not have.

"In 1902 the National Wholesale Liquor Dealers' Association appointed a committee to formulate a report on a license law.

"At every convention held since the attitude of the national association has been for license and regulation in the platform of its conventions, but more particularly in every effort it has made for a proper settlement of the liquor question.

"A settlement of the liquor question is not desired by professional agitators, whose income depends upon agitation. The people of Ohio have evidently taken this view of the matter.

"Under license, only men of character and standing will be allowed to engage in the retail business. This does not mean a monopoly, nor that only men of large means will be allowed to sell liquor.

"It does mean that only men of decent character shall be permitted to engage in the retail trade.

"Under our present system a man may walk out of the penitentiary, and, if he has somebody to put \$1,000 up for him, he can engage in the saloon business, without question and without hindrance, hence the disreputable places which have been a nuisance in the eyes of the community and a detriment to decency in the trade.

"The only votes cast against license, aside from those of the Anti-Saloon League, were the votes of the bootleggers in some of the rural counties, and of a certain undesirable class in some of the larger cities. These votes came almost exclusively from men and their friends who felt that by reason of ill repute they would not be allowed to continue in the trade.

"At the outset there may be some hardships under the clause permitting only one saloon to every 500 population, and it is unfortunate that the constitutional convention did not provide for a process of gradual reduction.

"Had this been done the votes for license would have been even larger than it was, as many well-meaning people voted against license, honestly fearing that some small dealer would be unjustly put out of business.

"The result is a triumph for the principles of regulation and control, and under a properly framed schedule, the liquor question will be satisfactorily settled in Ohio and will cease to be a disturbing factor in the adjustment of more economic problems."—Cincinnati Commercial Tribune, Sept. 5, 1912.

We publish the following synopsis of the provisions of the new amendment:

1. License to traffic in intoxicating liquors shall hereafter be granted and license laws shall be passed operative throughout the State with such restrictions and regulations as may be provided by law.

2. No alien or person not of good moral character can secure a license.

3. License cannot be granted to any person pecuniarily interested in the liquor business conducted in any other place.

4. Any licensee more than once convicted, shall have his license revoked and not thereafter granted.

5. There shall not be more than one saloon to each 500 population in a municipality or township.

6. A municipality may further limit the number of saloons therein.

7. The licensing authority shall be located in the country, or in a county adjoining thereto.

8. Where the traffic is or may be prohibited under laws applying to counties, municipalities, townships, residence districts or other districts now prescribed by law license shall not be granted therein while such prohibitory law is operative therein.

9. Nothing contained in the proposal repeals, or modifies existing prohibitory or regulatory laws, or (prevents) their future repeal or enactment.

10. There is added to the above provisions, that nothing contained in the amendment prevents the future enactment, modification or repeal of any prohibitory or regulatory laws.

## THE FRENCH WINE YIELD.

THE vintage of the present year is likely to be the poorest of many years in France. While the crop of wine grapes was a bumper one, the continuous rains of the summer had a detrimental effect which will result in the grapes yielding a thin, watery liquor, which will compare very poorly with the remarkable vintage of last year. Many of the vineyardists will not remember the year with pleasure. They ascribe their ill luck to the fact that the figures 1912 added together make "13."

It is generally understood that a new vine disease threatens the vineyards of France. A new bug is attacking the American plants brought over to France in 1865 at the time of the first vine malady. Wine-growers fear that if the American species are destroyed the old epidemic will return and destroy the French variety of vine. They are, therefore, between two fires.

**A Lady Professional Wine Taster.**—Mademoiselle Collinere earns about \$25,000 a year for services rendered as a wine taster in France, Germany and Italy. Many firms employ her regularly and for special work. Only half-a-dozen women have been known as wine tasters. Among these was Madame Pommery, wife of the famous wine merchant, and Signora Sousya, who gained a great reputation in Spain. It is understood that wine tasters are born, not made, as they must be equipped with a most rare and delicate palate. Mademoiselle Collinere's taste is so fine that she can discern from the first taste of a wine just where the grapes grew, from which it was made, whether they were raised in California, or in France, Germany or elsewhere. She can detect adulterations and blends of any sort, and she can tell the age of a wine almost to a day. As a matter of fact, wine holds no secrets from her once she has a spoonful in her mouth. She does not swallow the wine, for the reason that if she did she would lose her subtle magic of taste. She is obliged to take the greatest care of her health. To do her work she must be absolutely well. This may be one of the reasons why her calling is so lucrative.



**GRAPE CROP CONDITIONS IN SANTA CLARA.**

A fair crop will be produced in the foothills back of Evergreen, which will, in quantity, about equal that of last season.

The southern part of the valley, including San Martin vicinity, will produce less wine grapes than last year, except with the white varieties.

The southern foothills section between Los Gatos and Almaden will show a decrease in production over last year of about 25 per cent. This fact is due to the coulure of the Mataro, Zinfandel and Grenache varieties. The vines of the west hills look healthy, and are not suffering from drought, but damage by cut worms early in the season has reduced the yield materially.

In the northern part of the valley around Irvington and Mission San Jose the crop, generally speaking, will be poor, and despite the fact that many of the vineyards, owing to especially fine care, look splendid, they will produce next to nothing.

A summing up of the situation would point to about a 75 per cent crop as compared to last year. The only standard varieties that promise anywhere near a satisfactory yield are white grapes, and in scattered instances the Cornigan.

The main reasons for the crop shortage are first the coulure, which is caused by excessive heat at blossoming time, and lack of moisture, which in some cases prevented the berries from growing and filling to normal size.—San Jose Times.

**Oakland Cafes to be Reformed.**—The Public Service Club of Oakland proposes to improve conditions in Oakland by ridding the city of about twenty so-called cafes where liquor is sold without meals to men and women alike. In these places no provisions are made for the serving of meals. These cafes sell more liquor than the average licensed saloon and no discrimination is made by the owners as to whom it is sold to. The Public Service Club also proposes to make the thirty-five houses of ill-fame pay the regular fee for selling liquor, that is to say, \$500 per year. By this means over \$16,000 will be added to the revenue of the city.

**NAPA VALLEY CROP CONDITIONS.**

The vintage is later than usual this year, although in some instances crushing of grapes has begun. This is only where vineyardists have Zinfandel grapes or where the earliest varieties have sufficient sugar. The Zinfandel grapes were split open by the recent hard rain and they must be cared for before they rot. Several cellars are therefore crushing before they otherwise would have done. Greystone winery will begin operations next Monday and Mr. Miller, the superintendent, is busy getting things in readiness for the season's work. Fred S. Ewer is very busy getting everything in shape at Valley View Vineyard, but does not expect to begin crushing much before October 1st. Between the first of next week and October 1st every cellar will get busy. As yet prices have not been fixed, the small buyers usually awaiting the announcement from the large ones. The crop is very small in most places and growers are hoping that the treatment accorded them will be as liberal as the condition of the industry warrants. —St. Helena Star.

**RECEIPTS OF WINES AND BRANDIES FROM INTERIOR.**

	Year 1912	
	Wine Gallons	Brandy Tax Gallons
January .....	1,251,800	15,500
February .....	1,082,700	26,450
March .....	1,390,923	5,500
April .....	1,123,400	13,050
May .....	1,089,500	7,300
June .....	820,450	8,450
July .....	930,800	7,400
August .....	1,228,705	2,950

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J. H. Cutter Celebrated Kentucky Whiskies.  
Burke's (Guinness's) Porter and Bass's Red Label Ale.  
Dewar's Fine Old Highland Scotch Whiskies.  
Keystone Monogram Rye.  
Burke's \*\*\* Irish and Garn-Kirk Scotch.  
Rosskam, Gerstley & Co. Philadelphia Blends.  
G. & W. Canadian Rye Whisky.  
Schramsberg California Wines.  
Burke's Old Tom and Dry Gins.

Schlitz Milwaukee Beer.  
Sherwood Robin Hood Whisky.  
Mackenzie & Co's. Spanish Sherries and Oporto Ports.  
Feist Bros. & Sons' Rhine and Moselle Wines.  
Houtman's Holland Gin in wood and glass.  
Anchor Brand New York Ciders.  
Schweppe's Soda, Sarsaparilla and Ginger Ale.  
Bass's Ale in wood.

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346 North Main St.

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Main 670  
Home A7804

## A. MATTEI WINERY

THE very name Mattei is synonymous of success in the manufacture of wine, harking back to the vine-clad hills of "Sunny Italy," where wine making has attained a perfection—almost an art, in fact, and it is little wonder indeed that the wine makers of other lands are always seeking the secrets of the ancient vintages from those foreign shores.

In the Mattei wines the consumer gets the benefit of those secrets first hand, as Mr. Mattei brought his knowledge of wine making from his native heath, and with the improved conditions in this progressive country and of this advanced age, the Mattei wines and brandies have attained a reputation second to none of any land.

A. Mattei, the head of the Mattei winery, which is located eight miles southeast of Fresno, came here in 1890, and in 1893 established the business which bears his name.

In the beginning, the establishment was not a pretentious one, but the excellence of the Mattei wines and brandies soon found favor, even among connoisseurs, and the experimental stage was only an incident in the history of the undertaking—success being almost instantaneous.

So phenomenal has been the growth of his business that the modest plant of 1893 is now lost in a maze of buildings and tanks that cover an area of ten acres, wherein more than 10,000 tons of grapes are crushed yearly. There are more than 200 tanks, 60 of which are fermenting tanks. Another feature is his wine cellars with a capacity of more than 2,000,000 gallons.

He also has a U. S. Bonded warehouse where the brandy distilled is kept under the watchful eyes of internal revenue officials. The capacity of this building being 350,000 gallons of brandy.

Surrounding the winery is a vineyard of 1,200 acres, where 125 people are given employment during the picking season.

The Mattei vineyard is one of the show places of Fresno county—an object of admiration to all who have ever had the privilege of seeing it. The residence and other buildings are elegant structures, embowered amid trees and vines, both tropical and semi-tropical, and are a just source of pride, not only to the happy possessor, but to the people of the community as well. These facts can be more thoroughly appreciated when we look back a few years and see nothing but a barren waste where tree and vine now flourish and bring forth fruit so abundantly. The transformation has been truly marvelous, due first to the fertility of the soil, and secondly to the energy and perseverance of Mr. Mattei. The entire vineyard is bordered with olive trees, which not only add materially to the beauty of the place, but are a source of considerable revenue to the owner.

Besides using the product of his own broad acres, he is a large buyer of wine grapes from other growers. In the manufacture of brandy second and third crop Muscat grapes are used. Owing to the late ripening of these famous grapes they cannot be cured for raisins; hence they are utilized for making brandy, and for which they have no superior.

Wine and brandy does not constitute the only product of the grape. Indeed the waste of the fruit of the vine has been reduced to a minimum. Cream of tartar is manufactured from the seeds and other waste materials. The residue from this process is used for fertilizer and is in great demand.

He also manufactures grape syrup, and this branch of the industry is one of no mean proportions, the capacity of the plant being 500 gallons per day. The success of this branch of the business seems assured, and it is predicted that the day is not far distant when the capacity of the plant will be operated to its limit.

The manufacture of syrup from grapes originated with Mr. Mattei, and that the undertaking will be a success is the wish of all as it will add another industry and help expand and make more profitable the vineyards of the San Joaquin valley.

The growth of the business at the present time is all that could be desired. In fact it is such that at no distant day the plant will have to be further enlarged to meet the demands for the famous Mattei wines which have gained a national reputation, and have become a household necessity in many homes, and their fame is still growing.

The sanitary conditions under which the Mattei wines and brandies are made is a matter of much pride on the part of Mr. Mattei. The cleanliness and purity of his products is his first consideration. To this end he has built a complete sewer system and made other improvements which he considers absolutely necessary to the sanitary production of wines and brandies.

The Mattei winery is reached by a branch railroad, two miles long, belonging to Mr. Mattei, and connecting with the main line of the Santa Fe road at Lone Star.

The manufacture of wine is one of the most important industries of Fresno county, and Mr. Mattei is one of the most competent and successful men in the business. That he is successful is due to the fact that he is familiar with the wine business from alpha to omega, and the further fact that he has always been honorable and upright in dealings with his fellowmen. He is also enterprising to the last degree, always in the forefront of any movement to advance the interests of California, in general, and Fresno county in particular. In fact what he has done for Fresno county would be hard to estimate in dollars and cents. He has been a builder—not an obstructionist—and is entitled to his good fortune—and may it never grow less.

Mr. Mattei is ably assisted in the conduct of the business by his son, A. Mattei, Jr., and T. L. O'Neil, both of whom have been factors and have filled useful spheres in putting the business on its present high plane.

In 1895 Mr. Mattei, true to his philanthropical spirit, donated an acre and a half of land to the Horace Mann school district for school purposes. As a result of his liberality that district boasts one of the finest and best rural school properties in the interior of the State.

### UNCERTAIN OUTLOOK FOR CHAMPAGNE YIELD.

THIS year's crop of grapes in the Rheims district, which successfully withstood the effects of frost, mildew and hail, and which up to four weeks ago gave promise of being an exceptionally abundant and good one, is now threatened with tardy maturity and with brown rot.

Three weeks of cold weather, with persistent and abnormal rains, have given good cause for apprehension. Up to the 20th of July an advance of two weeks in this year's vegetation over that of normal years was announced from nearly all the vineyards of the champagne district. This advance is now completely lost. With the thermometer constantly 10 to 20 degrees F. below normal, the grapes mature slowly and, if the rains continue, will rot and fall off the vines. So far no serious damage has been done but only an early betterment in existing atmospheric conditions will prevent loss of crop.

While in former years fairly accurate estimates of the coming crop could be made at this date, under existing conditions it is absolutely impossible to give any figures in advance this season.—From Consul W. Bardel, Rheims, France, Aug. 22.

### 1912 RECORD YEAR FOR WHISKY AND CIGARETTES.

THE people of the United States produced more whisky and rum and smoked more cigarettes during the fiscal year of 1912 than ever before in the history of the country, according to the preliminary annual report of Royal E. Cabell, commissioner of internal revenue, submitted to Secretary MacVeagh. The consumption of whisky was exceeded only by the year 1907, but beer drinking fell off by a substantial percentage.

The unprecedented smoking of 11,221,624,084 cigarettes, exceeding the record of 1911 by nearly 2,000,000,000, amazed the treasury officials, who were unable to account for the enormous increase.

Stored in warehouses the country over are 263,786,070 gallons of whisky and rum, the greatest on record.

In Kentucky alone are stored 158,000,000 gallons, which exceeds the total amount of whisky and rum in the whole United States eleven years ago. The record production of these intoxicants for 1912 was 188,000,000 gallons, or 13,000,000 gallons greater than in 1911.

The consumption of whisky and rum for 1912 was 133,377,400 gallons, the nearest approach to the record of 134,031,000 gallons in 1907.

The consumption of beer for 1912 was only 61,108,733 barrels—a decrease of over 1,108,000 barrels as compared with 1911.

## THERAPEUTIC USES OF WINE.

THE average man requires daily from 2,500 calories; that is the energy he must get from his food, or else his body will soon fall below normal. The alcohol in wine is burnt in the body, releasing 7 calories for 1 gram of alcohol.

Thus alcohol takes the place to a certain extent of fatty and hydro-carbonated elements in the daily food, and its quick absorption by the gastric and intestinal mucus, may be more or less diminished by the acids, tannin, sugar and fatty matters. The irritating action on the mucus is prevented by the immediate and constant secretion of the gastric flux. Hence, the sensation of warmth communicated by the pneumogastric to the central nervous system, whereby respiratory actions are increased and all secretions are more active. Hence also a sensation of new strength, recovery from fatigue and a sense of general well-being.

The English physicians, Carmichael, Smith, Graves, Stokes, and especially Robert Todd, showed great importance of alcohol in therapeutics. The idea of Todd was the latest idea of medical intervention: There are very few medicines in the proper meaning of the word, that is, substances capable of a specific action on the agent of illness or the toxic products which it elaborates. A recent authority brings their number up to about twenty at the most. Furthermore, the energetic action of such medicines can only add sometimes to the physiological wreck of the organism. And then in a great number of chronic ailments, is not the real origin of the evil often in an abnormal alimentation and hygiene, either personal or transmitted by heredity? And is it not more logical when the diagnosis has been determined, to consider the sick person more than the illness? The best remedies are those which give rise to and facilitate the return to that state of equilibrium which is recovery; they have a double duty; that of repairing the wear may be, but also that of awakening the forces and of inciting the organs to the elimination of their toxic poisons. Such remedies are aliments, but aliments which would be at the same time both stimulants and condiments, and of which the digestion, like the ingestion ought to be, perfect and immediate.

It is not always easy to give alimentary calories to a sick person, who may reject them; for example, vomiting may forbid the easiest of foods, even milk. Alcohol as an aliment is not only tolerated, but it also tolerates the others. Alcoholic beverages have a complex energy which may be quick or slow and continuous. If there are any mineral salts they will facilitate the nutritive exchanges. Thus, the alcohol in wine stimulates the nervous system, strengthens the heart, excites the renal secretion, and the resulting improvement will be so quickly perceptible that, in serious cases, Dr. Laudner Brunton says, the effect of alcohol on the pulse, the respiration, the state of the skin, the general condition, and the like, ought to manifest itself about half an hour after administration.—By Pierre Peytel in the *Revue de Viticulture*.

## MIXTURE OF BRITISH AND FOREIGN WINES.

NEW regulations came into force in the United Kingdom on April 1, 1912, restricting the mixing of British and foreign wines. The object of the regulations, which are made under section 10 of the finance act, 1911, is to prevent the selling of British wines, on which no duty is paid, in the place of duty-paid foreign wines.

Manufacturers are prohibited by the new regulations from mixing any British wine with any foreign wine in a quantity exceeding the proportion of 15 gallons of foreign wine to 100 gallons of British wines, and from mixing any spirits with any British wine except for the sole purpose of fortifying the wine. Manufacturers will be compelled to register all sales of British wines and dealers are prohibited from selling wines which do not comply with the above regulations. The regulations also provide that a rectifier or compounder of spirits must not mix any British wine with any spirits either for the manufacture of British compounds or for any other purpose; that a dealer in or retailer of spirits must not mix any British wine with any spirits except for the sole purpose of coloring or fining the spirits; and that British wine manufactured in conformity with these regulations must not, by reason of the

admixture therewith of foreign wine, be sent out or sold or exposed for sale otherwise than under the designation of a British wine.—London Times.

## ITEMS FROM THE THE FEDERAL CAPITAL.


**A Champagne Conspiracy.**—Washington advises are to the effect that the Interstate Commerce Commission will investigate charges made against the Atchison, Topeka and Santa Fe Railroad that that road is discriminating in favor of California vintages by charging only \$2 a hundred pounds on shipments from California to New York and fixes charges of \$2.25 on champagne shipped from New York to the Pacific Coast.

**Federal District Liquor Bill.**—Action is being staved off on the District of Columbia liquor bill. This bill would practically prohibit the sale of liquor in Washington and the rest of the Federal district. While most of the members of Congress are opposed to the bill there are very few of them who would dare to vote against it. It is understood that there are but forty Congressmen who have moral courage enough to show their disapproval of the bill. The others fear to have to vote one way or the other on it. Hence, everything is being done to delay matters.

**Branding of Beer.**—Relative to the decision on the branding of beer the Board of Food and Drug Inspection has been holding numerous conferences and a rough draft of the decision has been made. There are but a few points to be touched upon. A tentative decision will be presented to the Secretary of Agriculture at an early date. Secretary Wilson is anxious that all brewers and barley farmers be consulted before action is taken.

The California Viticultural Exhibit Association has decided to ask the Panama-Pacific International Exhibit people for 25,000 square feet for their joint exhibit. The finance committee is meeting with great success in providing ways and means for the exhibit. At Stockton the other day the grape growers of San Joaquin county decided to collect two cents a ton on all grapes delivered at the wineries for three years for the purpose of helping make the exhibit a success. These donations are payable to W. H. Lorenz, who will give receipts and deposit the money at the disposal of the committee in the First National Bank of Lodi.

**THE**  
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**PURE RYE**



**WHISKEY**  
**YELLOW LABEL BOTTLING**

GUARANTEED PURE RYE WHISKEY  
 UNDER PURE FOOD & DRUGS ACT JUNE 30<sup>TH</sup> 1906.  
 BY  
**BERTIN & LEPORI**  
**SAN FRANCISCO.**  
**PACIFIC COAST AGENTS.**

## THE EUROPEAN VINTAGE FOR 1912.

Wines have had an unusual prosperous year so far. Outside of Alsace-Lorraine and Baden, which countries do not produce wine for export, there was no damage by frost. The grapes are further advanced than usual at this time of the year. There has been little trouble from pests. Mold has appeared in spots, but has been generally successfully combatted. Mildew is present all over the wine districts, but in no way seriously menaces the crops. Hay worm has done little harm. There may be some loss through the ravages of the sour worm which is present in large numbers. As yet no safe estimate can be placed on the vintage. Conservative estimates place the vintage as an average one as far as quantity is concerned, and much superior to last year's as far as quality goes. Most people estimate that the vintage will exceed that of last year by from twenty-five to thirty-three per cent in quantity, and will equal it in quality. Prospects of vintages in Germany are never as roseate as those of Southern Europe. In the south the hot sun assures a fair or good vintage every year, while in Germany vintages vary greatly. Furthermore, in Germany climatic conditions in the different wine-growing districts give entirely different results for various brands. Frankfort is the principal wine center of Germany, producing such famous brands as Steinberger and Johannisberger. It is also the center of the manufacture of sparkling wines, which has considerably increased in Germany since 1871, and especially since 1880, when the duty on French wines was so largely increased. Sparkling wine in Germany is largely made from French grape juice prepared and bottled in Germany. Throughout France indications are that wine will be plentiful and of good quality. In the department of the Rhone the vineyards appear to be in good condition, with the exception of those districts where the hailstorms ruined the grapes. In Saone-et-Loire the crop prospect is very satisfactory. Some damage has been done by mould and mildew, which were found on the vines toward the end of June. Little damage was done by cochylis, which was destroyed as soon as it was found on the vines. In the department of Cote d'Or the outlook is not as good as elsewhere. Growers on the plains do not expect more than half the usual crop and those on the hills, where the high-class wines come from, except about one-third the normal yield. But the growers hope that quality will compensate them for lack of quantity. In Jura and Doubs the crops were affected by the frost, but where the vines resisted successfully good half-crops are expected. Haut-Saone will have but one-fourth of the usual crop this year, owing to the frost and cold weather. August showed the crops throughout France to be a great deal more satisfactory than three months previous, and the outlook is considered as very good. Harvesting commences about the middle of September.

## DOMESTIC AND FOREIGN HOP CROPS.

A leading hop firm estimates the Pacific Coast hop crop this year as follows, in bales: California, from 105,000 to 110,000; Oregon, 100,000 to 110,000; Washington, 30,000. This gives a range of from 235,000 bales to 250,000 bales. A large hop growing firm in this State and Oregon estimate the crops in bales as follows: California, 110,000; Oregon, 120,000; Washington, 40,000. Total, 270,000 bales. The Commercial News' estimate, in bales, is as follows: California, 112,000; Oregon, 140,000, and Washington, 45,000. Total, 297,000 bales. The increase in the estimate of California's crop is due to the larger yield to the acre in the Sacramento valley, the quality of which is better than ever before harvested, equaling both the Sonoma valley and Russian River valley hops. The market for hops is weak owing to cable advices reporting the crop on the Continent 900,000 bales, which is the largest ever recorded, but the English crop is placed at only 300,000 bales, which is about 45,000 bales less than last year. In connection with the crop on this coast the following is of interest: The Washington crop in 1906 was 51,000 bales and Oregon's 16,000 bales. This year there is a larger acreage in Washington than in 1906, while the acreage in Oregon is fully as much if not more than in 1906. The weather this year has been favorable for a large outturn to the acre in both States.

## THE GREAT BEER INSPECTION.

Now that Secretary of Agriculture Wilson has sent out three representatives of the Bureau of Chemistry to inspect the brewing of beer in the United States, with no other explanation of their qualifications for this important work than the application to them of the term "experts," it is to be hoped that he will see the advisability of adding to the inspecting force one or more practical brewers.

The announcement contained the statement that the three had made a year's study of the brewing question, but it did not explain the nature of that study or the opportunities afforded the inspectors to acquire a thorough knowledge of the subject. It would have been assuring if the public could have been informed that these gentlemen had been sent to Germany, where the brewing of lager beers is a high science, or to Great Britain and Ireland, where the brewing of ales and porters is understood as the result of centuries of practice, to study the work there.

How practical the results of this inspection will be can only be guessed at. The citizen who attempts to anticipate it can only be confused when he recalls the extensive inquiries which were made by the United States and British governments in the effort to answer the question: "What is whisky?" and what resulted from those inquiries.

The inspection of breweries by a staff of practical men, who know the difference between a good beer or an inferior brew would be of value. It is to be hoped that the present inspection will not show itself to have been the work of theorists without practical knowledge.—North American Wine and Spirit Journal.

## THE VICTORY IN ARKANSAS.

ON September 9, 1912, Arkansas voted on and defeated the question of Statewide prohibition. At the time of going to press, and lacking official figures, the story of the great victory is best told in the following dispatches to the National association from Mr. Joe Lyons, who so ably conducted the fight for the liberal forces of the State.

Little Rock, Arkansas, Sept. 10, 1912.

"Looks like a landslide; expect big majority, looks like ten counties additional will go wet."

September 10, 1912.

"We have unquestionably won a decisive victory. Indications point to the defeat of Statewide prohibition by majorities ranging from twenty-five thousand to forty thousand. So far eight counties, heretofore dry, report good majorities for license. They are: Ouachita, Hempstead, Miller, Arkansas, Jackson, Berry, Carroll and Monroe. Several others are surely safe for license that went against license two years ago."

September 11, 1912.

"Indications favorable to carrying fifteen dry counties wet. State-wide defeated by no less than 25,000."

The trade of the United States congratulates the liberal forces of Arkansas.—National Bulletin.

## DEMOCRATS OF TENNESSEE FAVOR REPEAL OF PROHIBITION.

By a vote of 731 to 375, or almost two to one, the recent Democratic convention in Tennessee declared in favor of the repeal of the prohibition laws of 1909, which includes the act extending the four-mile law and also the act which forbids the manufacture of liquor within the State. And what makes it more encouraging the plank on the liquor question as adopted is the minority report of the Platform Committee, the majority report of which committee recommended a straddle of the liquor issue. But the convention itself would have none of this and by the decisive vote went on record as opposed to anti-saloon rule.



## STATISTICS OF TIGHT COOPERAGE STOCK.

As the cooperage question is of interest to many of our readers, we refer to the report which has just been issued by the Director of the Census Bureau:

The number of establishments reporting in 1910 as engaged in the manufacture of either tight barrel staves or heading or both, was 418, as against 533 in 1909, 406 in 1908, and 373 in 1907, the exceptionally large number for 1909 being due to the fact that a complete canvass was made by special agents, while for other years reports were secured by correspondence and some small mills failed to report.

Although the tight cooperage stock was manufactured in 27 different States during 1910, the industry is practically confined to the hardwood region—the chief source of its raw material. In 1910, 87 per cent of the total stave production was reported from Arkansas, Kentucky, Louisiana, Mississippi, Tennessee, West Virginia and Alabama, while 79.3 per cent of the heading output was produced in Arkansas, Tennessee, Kentucky, Mississippi, Louisiana and Missouri. Among the individual States, Arkansas ranked first in 1910 in production of tight cooperage stock, reporting 107,185,000 staves, or 30.1 per cent of the total, and 7,260,885 sets of heading, or 27.8 per cent of the total; Tennessee stood second with an output of 60,938,000 staves, or 17.1 per cent of the total, and 5,390,978 sets of heading, or 20.6 per cent of the total. Mississippi was third in the production of staves, with 42,905,000, or 12.1 per cent of the total, while Kentucky held similar rank in heading output, with 3,068,332 sets, or 11.8 per cent of the total.

Assuming 17 staves to be the number required in making an average barrel, the production of staves in 1910 was sufficient for 20,921,176, and heading for 26,073,754 barrels.

"Why are you so bitter against Uncle Nebuchadnezzar?"

"He lost his money shortly after we named the baby for him."  
—Kansas City Journal.

"You lost money on the charity bazaar, didn't you?"

"Yes; but did you ever see such lovely costumes?"—Cleveland Plain Dealer.

## EASTERN GRAPE CROPS.

The season's grape crops in the Southern States, in North Carolina and Virginia, have been up to the average and the quality good. The vintage there began about ten days later than usual, and will be about over early next month.

The grape crop in New Jersey is said to be excellent both in quantity and in quality. The winemakers about Egg Harbor began pressing last week.

The crop in the Hudson River district is up to the average. The season has been somewhat backward, and plenty of warm weather is needed for late grapes.

The growers in the Lake Kenka district report that the crop will be two weeks late this year. Cool weather prevailed all during August, and, besides, there was too much rain. Many growers predict that unless there is plenty of warm weather and sunshine during the month of September a large portion of the Catawba crop will not ripen in time to escape the October frosts. With favorable conditions there should be a good yield in the district.

The reports from the Chautauqua district seem to indicate that the grape crop there will be a little short this year. The general estimates place it at about 60 per cent of a normal crop.

It is reported that the Northern Ohio grape crop promises to be not much below the average, but, as in New York, a great deal depends upon conditions during the present month. The season has been a little backward, and a great many warm days are needed to put more sugar in the grapes.

The Michigan grape crop is said to be short this year, being not more than 60 per cent of a full yield.—American Wine Press.

**Alcoholic Production of Germany.**—From October 1, 1911 to June 30, 1912, a period of nine months, the production of alcohol in Germany was 83,962,992 gallons as compared with 88,367,732 during the previous corresponding nine months. The German statistics are invariably given in the equivalents of pure alcohol. The amount of alcohol upon which the tax for drinking purposes was paid during the nine months was 39,914,123 gallons, as compared with 39,497,025 for the previous corresponding period. During the nine months there were 31,862,635 gallons of alcohol used for industrial purposes as compared with 27,365,103 gallons for the previous period. Of this amount 24,756,758 gallons were completely denatured. The gradual falling off of the German alcohol production has been due to the alcohol law of July 15, 1909, which reduced the amount of alcohol which the distillers could produce without paying a surtax. In the year 1909 this tax was \$5.71 per hectolitre of pure alcohol. In the two years following the reductions of quotas amounted to 14 per cent of the former contingent. But another reason for the decrease in the alcohol production has been the poor potato crop of 1911, which was 9,000,000 tons less than the year before or 25 per cent less. Distillers were confronted with high prices for raw material, although prices for alcohol were also high. The consumption of alcohol for drinking purposes in June, 1912, was 3,632,427 gallons, the smallest for thirteen years. The reasons given were the high price of spirituous liquor and, to a slight extent, the temperance movement. Alcohol under excise control in June, 1912, amounted to 26,642,387 gallons. This was the smallest for such a time of the season in thirteen years.

## EVEN THE HENS THRIVE ON IT.

The Duchess Hohenberg of Austria, the economical wife of the heir-apparent, is experimenting with a new proposition. She wets her chicken food plentifully with red wine, in order to make the hens lay regularly, and a little more than regularly.

The duchess got the idea from Professor Joubert of Fontainebleau, and so far the results have justified the expenditure. Each hen is given at a rate of one glass full of wine a day in her food, and, of course, very cheap wine is used.

The duchess tested the case on two flocks of hens, six being treated to wine, six others to water. Within four months the wine hens laid 148 more eggs than the blue-ribbon hens.

Furthermore, the eggs of the wine-drinking hens were much larger and of better quality than those laid by the temperate hens.  
—Washington Post.

## SEE THE DIFFERENCE

These two bunches of grapes were picked in the same vineyard, both from the same kind of vine.

THIS VINE IS  
STARVING  
TO DEATH

On the other hand

THIS VINE  
HAS BEEN  
FERTILIZED

Is there any need of our asking  
Which is the more profitable?

Send for our FREE BOOKS of facts telling what our fertilizers are doing, and what they will do for you in your orchard, your vineyard, or your farm

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SAN FRANCISCO, CAL.

502 Central Building, Los Angeles, Cal.  
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### Patent Wine and Liquor Filter

#### == SAVES ==

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Materials, as well  
as Storage,  
Shrinkage and  
Waste

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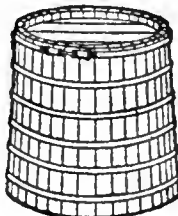
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Shrinkage and  
Waste

Filters to crystal brilliancy the most turbid wines and liquors, without any deterioration or loss in color, flavor, quantity or quality, imparting a lustre and finish to the product.

Easily and quickly cleaned.

Packed and unpacked in a few minutes.

Send for Catalog.

The Loew Manufacturing Co.  
CLEVELAND, OHIO

## Winemakers



It will pay you to become interested in better quality by means of PURE YEAST and COOL FERMENTATIONS

Read  
"QUALITY IN DRY WINES THROUGH ADEQUATE FERMENTATIONS"

By RUDOLF JORDAN, JR.

pp. 146. Illust.

A practical investigation regarding the value of the latest methods.

Price, \$2.00

For sale at this Office.

## TANKS THAT LAST

WATER, WINE, OIL TANKS

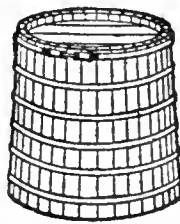
Made of Selected Stock by Experienced Workmen

Ceo. Windeler, Tank Builder

144-154 Berry Street

San Francisco

PHONE KEARNY 242 and J 2552



## GOT EVEN.

Dr. Wines, principal of a boys' school, just before he went on his holiday, had occasion to cane a pupil, and it is to be supposed he did the work thoroughly.

The lad took his revenge in a way that the doctor himself could not help laughing at.

Dr. Wines's front door bore a plate on which was the one word "Wines."

The boy wrote an addition to this in big letters, so that when the doctor came home the inscription ran:

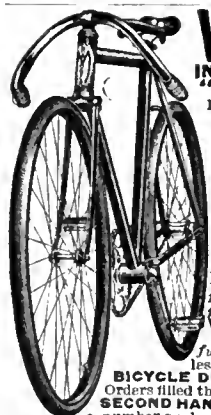
"Wines and other lickens."—London Tit-Bits.

**Tons of Iced Grapes.**—In connection with the grape feast referred to in our columns dedicated to Los Angeles and the South, it may be mentioned that one of the features of the sixth anniversary of grape day at Escondido was the display of tons of iced grapes to the delight of all visitors.

**Adulteration and Misbranding of Apple Cider.**—Judgment No. 1569 finds the firm of Kellogg & Company of Richmond, Kentucky, guilty of adulterating and misbranding cider guaranteed to have an apple base, in that the labels and brands were misleading and false, the article itself being merely an imitation of apple cider of inferior quality.

## WHY DO THEY?

The one thing that we fail to understand is why our aristocracies will blow themselves to \$5.00 a bottle for imported wine when they can get just as good and as much for 50 cents. California produces as good a wine as France, Germany or Italy, and not at such an exorbitant price. California wine, by its merit, deserves more consumption.—The Southwestern.



## WANTED—A RIDER AGENT

IN EACH TOWN and district to ride and exhibit a sample Latest Model "Ranger" bicycle furnished by us. Our agents everywhere are making money fast. Write for full particulars and special offer at once.

**NO MONEY REQUIRED** until you receive and approve of your bicycle. We ship to anyone anywhere in the U. S. without a cent deposit in advance, *prepay freight*, and allow **TEN DAYS' FREE TRIAL** during which time you may ride the bicycle and put it to any test you wish. If you are then not perfectly satisfied or do not wish to keep the bicycle ship it back to us at our expense and you will not be out one cent.

**FACTORY PRICES** We furnish the highest grade bicycles it is possible to make at one small profit above actual factory cost. You save \$10 to \$25 middlemen's profits by buying direct of us and have the manufacturer's guarantee behind your bicycle. **DO NOT BUY** a bicycle or a pair of tires from anyone at any price until you receive our catalogues and learn our unheard of factory prices and remarkable special offers to rider agents.

**YOU WILL BE ASTONISHED** when you receive our beautiful catalogue and study our superb models at the *lowest* fully low prices we can make you this year. We sell the highest grade bicycles for less money than any other factory. We are satisfied with \$1.00 profit above factory cost. Orders filled the day received.

**SECOND HAND BICYCLES.** We do not regularly handle second hand bicycles, but usually have a number on hand taken in trade by our Chicago retail stores. These we clear out promptly at prices ranging from \$3 to \$8 or \$10. Descriptive bargain lists mailed free.

**COASTER-BRAKES, \$10.00** Hedgethorn Puncture-Proof **\$4.80**  
**Self-healing Tires** A SAMPLE PAIR TO INTRODUCE, ONLY

The regular retail price of these tires is \$10.00 per pair, but to introduce we will sell you a sample pair for \$4.80 (cash with order \$4.55).

**NO MORE TROUBLE FROM PUNCTURES** NAILS, Tacks, or Glass will not let the air out. A hundred thousand pairs sold last year.

**DESCRIPTION:** Made in all sizes. It is lively and easy riding, very durable and lined inside with a special quality of rubber, which never becomes porous and which closes up small punctures without allowing the air to escape. We have hundreds of letters from satisfied customers stating that their tires have only been pumped up once or twice in a whole season. They weigh no more than an ordinary tire, the puncture-resisting qualities being given by several layers of thin, specially prepared fabric on the tread. The regular price of these tires is \$10.00 per pair, but for advertising purposes we are making a special factory price to the rider of only \$4.80 per pair. All orders shipped same day letter is received. We ship C. O. D. on approval. You do not pay a cent until you have examined and found them strictly as represented.

We will allow a cash discount of 5 per cent (thereby making the price \$4.55 per pair) if you send **FULL CASH WITH ORDER** and enclose this advertisement. You run no risk in sending us an order as the tires may be returned at OUR expense if for any reason they are not satisfactory on examination. We are perfectly reliable and money sent to us is safe as a bank. If you order a pair of these tires, you will find that they will ride easier, run faster, wear better, last longer and look finer than any tire you have ever used or seen at any price. We know that you will be so well pleased that when you want a bicycle you will give us your order. We want you to send us a trial order at once, hence this remarkable tire offer.

**IF YOU NEED TIRES** don't buy any kind at any price until you send for a pair of Hedgethorn Puncture-Proof tires on approval and trial at the special introductory price quoted above; or write for our big Tire and Sundry Catalogue which describes and quotes all makes and kinds of tires at about half the usual prices.

**DO NOT WAIT** but write us a postal today. **DO NOT THINK OF BUYING** a bicycle or a pair of tires from anyone until you know the new and wonderful offers we are making. It only costs a postal to learn everything. Write it NOW.

**J. L. MEAD CYCLE COMPANY, CHICAGO, ILL.**



Notice the thick rubber tread "A" and puncture strips "B" and "D" also rim strip "H" to prevent rim cutting. This tire will outlast any other make—SOFT, ELASTIC and EASY RIDING.

## AMERICAN WINE GROWERS' ASSOCIATION.

## Officers for 1912.

**President**—Walter E. Hildreth of the Urbana Wine Company, Urbana, N. Y.

**First Vice-President**—Benj. R. Kittredge of the California Wine Association, San Francisco, Cal.

**Second Vice-President**—George E. Dewey of H. T. Dewey & Sons Company, Egg Harbor, N. J.

**Treasurer**—L. J. Masson of the Pleasant Valley Wine Company, Rheims, N. Y.

**Secretary**—Lee J. Vance of the American Wine Press, New York City.

**Member Executive Committee**—Edward R. Emerson of the Brotherhood Wine Company.

## District Vice-Presidents:

A. Russow, Monticello Wine Company, Charlottesville, Va.

Paul Garrett, Garrett Company, Norfolk, Va.

I. Bear, Sol Bear & Company, Wilmington, N. C.

Hiram S. Dewey, H. T. Dewey & Sons' Company, Egg Harbor, N. Y.

F. E. Palmer, Hammondsport Wine Company, Hammondsport, N. Y.

Henry Frey, Germania Wine Cellars, Hammondsport, N. Y.

D. H. Maxfield, Naples Valley Cellars, Naples, N. Y.

L. R. Ryckman, Ryckman Wine Company, Brocton, N. Y.

Geo. C. Schon, The Lenk Wine Company, Toledo, O.

A. Sbarboro, Italian-Swiss Colony, Asti, Cal.

H. R. Gundlach, Gundlach-Bundschu Wine Company, San Francisco.

C. J. Wetmore, Wetmore-Bowen Company, Livermore, Cal.

L. R. Rogers, California Wineries & Distilleries, San Francisco.

S. Guasti, Italian Vineyard Company, Los Angeles, Cal.

Alfred Stern, Chas. Stern & Sons, Los Angeles, Cal.

H. Blatz, Sierra Madre Vintage Company, Lamanda, Cal.

## THE VALUE OF TRADE PAPER ADVERTISING.

**D**OES it pay to advertise in trade papers? Ask the man who knows. Ask the man whose business has increased since he began his trade paper advertising. Don't ask the grouch who, because the medium in which his advertisement appears is not mentioned on each order received, but ask the man whose business has shown gains during the continuance of his trade paper advertising. Like that great merchant, John Wanamaker, he may say: "I cannot trace direct returns to my advertising, but I am getting the business, and to my advertising I must attribute at least some of the credit."

The old, weather-beaten argument that trade paper advertising is unproductive no longer holds good. Time was, perhaps, in the early days of trade papers before they became trade factors and at a time when circulation was an uncertain quantity, when the business man patronized them because his trade needed an exponent and should be encouraged and supported. His support was given largely as a matter of sentiment. Trade journals—that is, legitimate trade journals—have taken up trade problems and are aiding very greatly in their solution; they have and are doing much to better conditions; they are fighting the trade's battles; they are doing a mighty work in preventing inimical legislation, and in numerous ways they are exerting a powerful influence for the good and welfare of the trade they represent.

The keen business man today is awake to the fact that to withhold his advertisement from his trade journal is to give his competitor who patronizes trade journals an advantage.

Trade papers are going to be more influential in the future than they are today, and no one who has followed the trend of events will deny that trade journals have progressed with the times.

A trade paper of recognized merit, with a firm policy, with just and equitable rates of advertising, fearless and truthful, one which will not swerve from the path of justice and right, is an instrument of powerful good to the trade it represents.—Bonforts.

# The Review's Buyers' Directory

## CALIFORNIA WINES.

Geo. West & Son, Incorporated....Stockton, Cal.

California Wine Association .....  
.....180 Townsend St., San Francisco, Cal.

California Wineries and Distilleries .....  
Townsend and Fifth Sts., San Francisco, Cal.

Geo. Gier Co...575 Eighteenth St., Oakland, Cal.

Metmore-Bowen .....  
.....42-44 Davis St., San Francisco, Cal.

Italian Vineyard Co. ....  
.....1234 Palmetto St., Los Angeles, Cal.

Luipa & Sonoma Wine Co.....  
.....110 10th St., San Francisco, Cal.

Serra Madre Vintage Co.....La Manda, Cal.

Finke's Widow .....  
.....809 Montgomery St., San Francisco, Cal.

H. Lancel Co.....  
.....549 Washington St., San Francisco, Cal.

Jul Masson Champagne Co.....San Jose, Cal.

Wichman & Jacobi .....  
.....116 Main St., San Francisco, Cal.

French American Wine Co. ....  
.....1821-41 Harrison St., San Francisco, Cal.

Italian-Swiss Colony .....  
.....1235-67 Battery St., San Francisco, Cal.

Sonoma Wine & Brandy Co.....  
.....18, 20 and 22 Hamilton Ave., Brooklyn, N. Y.

Sacramento Valley Winery.....Sacramento, Cal.

Locca-Lombardi Wine Co...San Francisco, Cal.

## CORDIALS, WINES, BRANDIES.

G. Lyons & Raas Co.....  
.....Folsom and Essex Sts., San Francisco, Cal.

Le Rosenblatt Co. ....  
.....300-332 Second St., San Francisco, Cal.

## BREWERS AND BREWERS' AGENTS.

Jan Wieland Brewery .....  
.....240 Second St., San Francisco, Cal.

Buffalo Brewing Co.....Sacramento, Cal.

Red Krug Brewing Co.....Omaha, Nebraska

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

National Brewing Company .....  
.....762 Fulton St., San Francisco, Cal.

Union Ale & Porter Brewery.....  
.....494 O'Farrell St., San Francisco, Cal.

Enterprise Brewing Co.....San Francisco, Cal.

Seattle Brewing & Malting Co.; Seattle, Wash.  
.....John Rapp & Son, Agents,  
.....10th and Townsend Sts., San Francisco, Cal.

Sacramento Brewing Co.; Sacramento, Cal.  
.....G. B. Robbins, Manager,  
.....14th and Harrison Sts., San Francisco, Cal.

## WHOLESALE LIQUOR DEALERS.

A. P. Hotaling & Co.....  
.....429 Jackson St., San Francisco, Cal.

Siebe Bros. & Plagemann.....  
.....430-34 Battery St., San Francisco, Cal.

Rusconi, Fisher & Co. ....  
.....326 Jackson St., San Francisco, Cal.

Jas. Gibb.....1844 Geary St., San Francisco, Cal.

Sherwood & Sherwood .....  
.....41-47 Beale St., San Francisco, Cal.

The Julius Levin Company .....  
.....987 Howard St., San Francisco, Cal.

Jesse Moore Hunt Co. ....  
.....Second and Howard Sts., San Francisco, Cal.  
Cartan, McCarthy & Co. ....  
.....Battery and Com'l. Sts., San Francisco, Cal.

William Wolff & Co. ....  
.....52-58 Beale St., San Francisco, Cal.

Wichman, Lutgen & Co. ....  
.....134 Sacramento St., San Francisco, Cal.

L. Taussig & Co. ....  
.....200 Mission St., San Francisco, Cal.

George Delaporte .....  
.....820 Mission St., San Francisco, Cal.

## IMPORTERS.

Alex. D. Shaw & Co. ....  
.....214 Front St., San Francisco, Cal.

Chas. Meinecke & Co.....  
.....314 Sacramento St., San Francisco, Cal.

W. A. Taylor & Co.....29 Broadway, N. Y.

Sherwood & Sherwood .....  
.....43 Beale St., San Francisco, Cal.

Wm. Wolff & Co. ....  
.....52-58 Beale St., San Francisco, Cal.

L. Gandolfi & Co. ....  
.....427-31 W. Broadway, New York

American Mercantile Co. ....  
.....514 Battery St., San Francisco, Cal.

J. F. Plumel & Co. ....  
.....63-65 Ellis St., San Francisco, Cal.

TANKS, COOPERS, COPPERSMITHS, ETC.  
Pacific Tank & Pipe Co., Wine and water tanks,  
boxes, irrigation pipe and pipe for water sys-  
tems....318 Market St., San Francisco, Cal.;

Equitable Bank Bldg., Los Angeles, Cal.;

Kenton Station, Portland, Oregon.

Geo. Windeler, wine and water tanks.....  
.....431-441 Folsom St., San Francisco, Cal.

Oscar Krenz, Copper and Brass Works.....  
.....212-214 Fremont St., San Francisco, Cal.

Sanders & Co's. Copper Works .....  
.....Beale and Howard Sts., San Francisco, Cal.

## DISTILLERS.

Julius Kessler & Co...Hunter Bldg., Chicago, Ill.

Wm. Lanahan & Son.....Baltimore, Maryland  
Hiram Walker & Sons.....Walkerville, Canada

E. H. Taylor Jr. & Sons.....Louisville, Ky.

Western Grain & Sugar Products Co.....  
.....110 Sutter St., San Francisco, Cal.

Kirby Distilling Co.....Fowler, Cal.

Bernheim Distilling Co.....Louisville, Ky.

## MISCELLANEOUS.

### INTERNAL REVENUE BROKERS.

F. E. Mayhew & Co. ....  
.....510 Battery St., San Francisco, Cal.

### WINE PRESSES, CRUSHERS, ETC.

A. Rossi & Co...322 Broadway, San Francisco, Cal.

Toulouse & Delorieu Co.....  
.....405 Sixth St., San Francisco, Cal.

### BILLIARD AND POOL TABLES, BOX FIXTURES.

Brunswick-Balke-Collender Co. ....  
.....767-771 Mission St., San Francisco, Cal.

### WINE AND BREWERS' HOSE, ETC.

Goodyear Rubber Co. ....  
.....589 Market St., San Francisco, Cal.

Gorham-Revere Rubber Co. ....  
.....50-60 Fremont St., San Francisco, Cal.

## SURETIES.

U. S. Fidelity & Guaranty Co. ....  
.....Nevada Bank Bldg., San Francisco, Cal.

### WINE AND WATER PUMPS, ETC.

W. T. Garratt & Co. ....  
.....299 Fremont St., San Francisco, Cal.

Simonds Machinery Co. ....  
.....12-14 Natoma St., San Francisco, Cal.

## BOTTLE WRAPPERS, ETC.

Zellerbach Paper Co. ....  
.....Battery and Jackson Sts., San Francisco, Cal.

## BITTERS.

Lash Bitters Co. ....  
.....1721 Mission St., San Francisco, Cal.

L. Gandolfi & Co. ....  
.....427-31 West Broadway, New York

## CIGARS.

Boltz, Clymer & Co. ....  
.....312 Clay St., San Francisco, Cal.

S. Bachman & Co. ....  
.....Commercial & Front Sts., San Francisco, Cal.

## Review Buyers' Directory

### Continued

#### RETAILERS AND CAFES.

The Yellowstone .....  
 .....22 Montgomery St., San Francisco, Cal.

Thos. J. Walsh & Co. ....  
 .....346 Pine St., San Francisco, Cal.

Jas. P. Dunne...1 Stockton St., San Francisco, Cal.

Chronicle Bar...6 Kearny St., San Francisco, Cal.

The Waldorf...648 Market St., San Francisco, Cal.

"Jellison's".....10 Third St., San Francisco, Cal.

Matt Grimm's .....  
 .....130 Liedesdorf St., San Francisco, Cal.

Bank Exchange .....  
 Mont'y and Wash'ton Sts., San Francisco, Cal.

"The Cabin" .....  
 .....105 Montgomery St., San Francisco, Cal.

Market Cafe. 540 Merchant St., San Francisco, Cal.

James Raggi .....  
 .....624 Montgomery St., San Francisco, Cal.

The Cutter...709 Market St., San Francisco, Cal.

The Hoffman Cafe Co. ....  
 .....27 Second St., San Francisco, Cal.

W. F. Roeder's Cafe .....  
 .....834 Market St., San Francisco, Cal.

Original Coppa's Restaurant .....  
 .....453 Pine St., San Francisco, Cal.

Davis Buffet...272 Market St., San Francisco, Cal.

#### FERTILIZERS.

Pacific Guano & Fertilizer Co. ....  
 Alaska Commercial Bldg., San Francisco, Cal.

Pacific Bone Coal & Fertilizing Co.....  
 .....617-619 Seventh St., San Francisco, Cal.

## SECOND EDITION

## INTERNAL REVENUE LAW and the RETAILER

**\$1.00 PER COPY**

or given as a premium to the  
 Pacific Wine and Spirit Review

---

The PAPER for ONE YEAR  
 and the BOOK for \$3.00

Send Your Orders Now to

**Pacific Wine and Spirit Review**

422 Montgomery Street, San Francisco, Cal.



# Retraction and Apology

---

¶ Some time ago we advertised a certain Canadian Whisky (which was not CANADIAN CLUB), in the following terms:

“The only Canadian Whisky that was not seized by the  
“United States Government **for containing injurious**  
“**ingredients** at the time the Pure Food Law took effect.”

¶ Thereupon Messrs. Hiram Walker & Sons, Limited, the proprietors of

## CANADIAN CLUB WHISKY

instituted a suit for libel against us, which action, at our request, they have consented to discontinue upon our publishing satisfactory Retraction and apology. We, therefore, now state that we have no reason whatever to believe that CANADIAN CLUB WHISKY was ever seized for containing injurious ingredients; nor that it ever did contain injurious ingredients; and we apologize for the undeserved reflection cast upon the product of Messrs. Hiram Walker & Sons, Limited.

**JULIUS LEVIN COMPANY, Inc.**

*By W. M. LEVIN, Vice-President*

San Francisco, June 14th, 1912.

CELLARS AND VINEYARDS at Icaria, Healdsburg, Cloverdale, and Madrone, Sonoma County  
and at Rutherford and St. Helena, Napa County, California

# French-American Wine Co.

SUCCESSORS TO CHAIX & BERNARD

PRODUCERS, GROWERS, DISTILLERS AND WHOLESALE DEALERS IN

## CALIFORNIA WINES AND BRANDIES

Pure and Unadulterated California Wines Our Specialty

W. D. SEYMOUR, 516 MAGAZINE ST., and 515 CONSTANCE ST., NEW ORLEANS AGENT  
NEW YORK DEPOT, 84-86 WASHINGTON STREET

1821 to 1841 Harrison Street

San Francisco, Cal.

# Bread

# Winners



## JULIUS KESSLER & CO. Distillers

NEW YORK  
NEW YORK WORLD BLDG.

CHICAGO  
HUNTER BUILDING

LOUISVILLE  
30th AND GARLAND AVE.

# LYONS' PERFECTION

## PURE FRUIT BLACKBERRY CORDIAL

ESTABLISHED 1852



IS ONLY SOLD FOR MEDICINAL PURPOSES, HENCE ONLY THE BEST AND PUREST ARTICLE SHOULD BE USED.

WE GUARANTEE OUR PRODUCT TO BE PRODUCED ENTIRELY FROM FRESH CALIFORNIA BLACKBERRIES FORTIFIED WITH PURE BRANDY.

WE WILL BE PLEASED TO SUBMIT SAMPLES AND QUOTATIONS UPON REQUEST.

## The E. G. Lyons & Raas Co.

FOLSOM & ESSEX STREETS

SAN FRANCISCO, CALIFORNIA

TELEPHONE KEARNY 5480

### Donaldson & Moir

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WE PRINT THE *WINE AND SPIRIT REVIEW*

WE MAKE A SPECIALTY OF PUBLICATIONS

568 Clay Street, San Francisco

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JOHN LUTGEN, President

FREDERICK STAUDE, Vice-Pres. & Sec'y.

### Wichman, Lutgen & Co.

Importers and Wholesale Dealers in  
WINES AND LIQUORS

Sole Proprietors of "Gilt Edge" Whiskies  
Also Sole Distributors of "Old Identical Whiskey"  
(Bottled in Bond)

134 SACRAMENTO ST.

SAN FRANCISCO, CAL.

CARROLL RYE  
WHISKEY

MORVILLE A. A. A.  
OLD BOURBON

## Louis Taussig & Company

*Importers and Wholesale Liquor Merchants*

MAIN AND MISSION STREETS

PHONES:  
SUTTER 50; J 2745

SAN FRANCISCO

SAMPLES SENT  
ON APPLICATION

## Sierra Madre Vintage Co.

GROWERS AND PRODUCERS OF

*Pure California Wines and Brandies*

PORT AND SHERRY

A Specialty

La Manda Park, Los Angeles County, Cal.

Gold Medal Paris Exposition, 1900  
Gold Medal Pan-American Exposition, Buffalo, 1901  
Gold Medal Louisiana Purchase Exposition, 1904  
Gold Medal Lewis & Clark Exposition,  
Portland, Oregon, 1905  
Gold Medal Jamestown, Va., Exposition, 1907  
Gold Medal Alaska-Yukon Exposition, 1909



## F. E. MAYHEW & CO.

INTERNAL REVENUE AND  
CUSTOM HOUSE BROKERS

Hydrometers and Extra Stems and All Kinds of Revenue Books

N. E. Cor. Battery and Washington Streets

SAN FRANCISCO

CALIFORNIA



## LUNDSTROM HATS

"From Maker to Wearer"

For Twenty-five years Lundstrom Hats have been the standard of quality and style.

FIVE STORES:

1178 MARKET ST. 72 MARKET ST.  
605 KEARNY ST. 2640 MISSION ST.  
26 THIRD ST.

Oakland Store, 1113 Broadway

Send for Illustrated Catalogue to MAIL ORDER DEPARTMENT, 1178 Market St.

## 7 Daily Trains to Los Angeles

Same Number Returning  
Quickest Service  
Shortest Route

### SHORE LINE LIMITED

Lv. San Francisco <sup>Third and Townsend</sup> 8:00 A. M.  
Ar. Los Angeles 9:50 P. M.

### THE LARK

Daylight ride down Coast Line.  
Observation, Parlor and Dining Cars.

Lv. San Francisco <sup>Third and Townsend</sup> 7:40 P. M.  
Ar. Los Angeles 9:30 A. M.

### THE OWL

Dining Car open 7:00 P. M.  
Standard Pullman and Observation Cars.

Lv. San Francisco <sup>Ferry Station</sup> 6:20 P. M.  
Ar. Los Angeles 8:35 A. M.

Buffet-Library Car, Standard Pullman,  
Observation and Dining Cars.

Also Four additional Trains leaving San Francisco daily with Standard Pullman and Dining Cars:

Los Angeles Passenger <sup>Ferry Station</sup> 10:40 A. M.

Sunset Express, <sup>Third and Townsend</sup> 4:00 P. M.

San Joaquin Valley Flyer, <sup>Ferry Station</sup> 4:40 P. M.

Los Angeles and San Francisco  
Passenger, <sup>Third and Townsend</sup> 10:00 P. M.

Protected by Automatic Electric Block Signals.

Stopovers allowed on all trains, enabling passengers to visit Coast and Interior Resorts.

## SOUTHERN PACIFIC

SAN FRANCISCO: Flood Building Palace Hotel Ferry Station Phone  
Kearny 3160 Third and Townsend Streets Phone  
Kearny 180.

OAKLAND: Broadway and Thirteenth Street Phone Oakland 162  
Sixteenth Street Station Phone Oakland 1458

## San Francisco "Overland Limited"

Leaves 10:20 a.m. Daily  
Arrives at Chicago In  
68 Hours

Pullman equipment of latest design. Electric lighted throughout.

Rotunda Observation Car contains Library, Parlor and Club-room.

Daily market reports and news items by telegraph.

Telephone connection 30 minutes before departure.

Excellent Dining Car service  
Meals a la carte.

Every attention shown patrons by courteous employees.

## UNION PACIFIC

42 Powell Street  
Phone Sutter 2940

## SOUTHERN PACIFIC

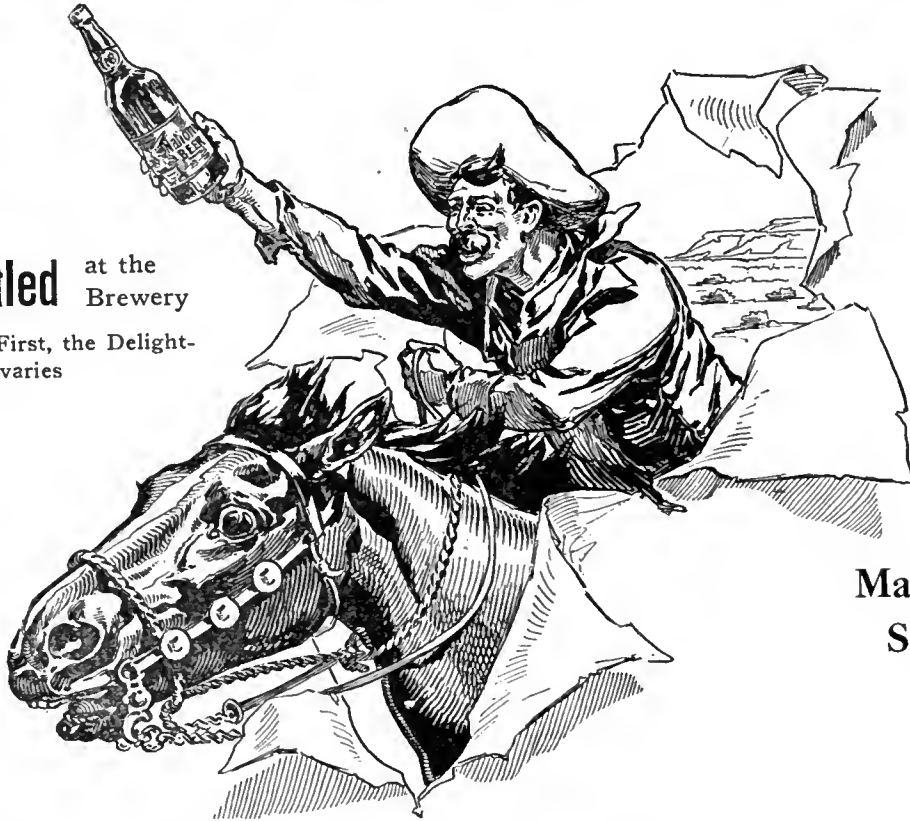
Flood Building, Palace Hotel,  
Ferry Station  
Phone Kearny 3160



# NATIONAL BEER

Brewed and Bottled at the  
Brewery

In the Last Glass as in the First, the Delightful  
Taste never varies



Made Pure—it  
Stays Pure

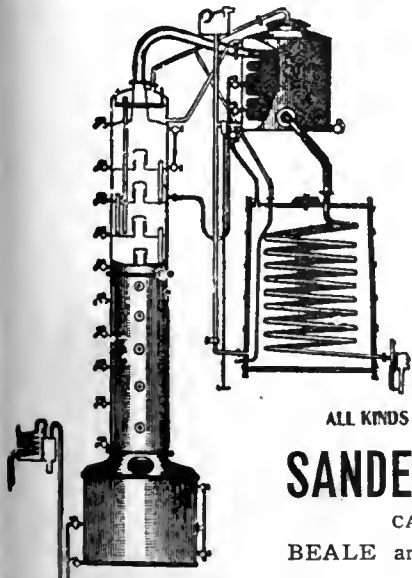
For Fifty Years "The Best in the West" has been the Popular Home Beer

THE FIRST LAGER  
BREWED  
IN SAN FRANCISCO

*National Brewing Co.*  
cor. Fulton and Webster Sts. San Francisco.  
PHONES—PACIFIC, PARK 33 AND MARKET 3111; HOME S 3261

PALE AND DARK LAGER  
(MUENCHENER STYLE)  
IN DARK BOTTLES

## IMPORTANT TO DISTILLERS AND WINE MAKERS.



The accompanying cut illustrates our ORIGINAL CONTINUOUS STILL, which we have improved each season until it has reached its present perfection.

This STILL, which has always received our special attention and study, has been of material assistance in securing for California sweet wines and brandies the high rank in the world which they hold today.

We manufacture not only high-class STILLS, but also Copper and Brass Work of all descriptions for wineries, distilleries, breweries, etc.

Our Pasteurizers and Wine Filters enjoy the same high standard of popularity as our STILLS.

REFERENCES:—All successful sweet wine and brandy producers of California.

ALL KINDS OF COPPER WORK DONE AT SHORT NOTICE.

**SANDERS COPPER WORKS**

CARL SCHALITZ, Pres. and Mgr.

BEALE and HOWARD STS., San Francisco

Southern California Branch:

649 NORTH MAIN ST., Los Angeles, Cal.

PAT'D SEPT 29, 1891



JOHN RAPP & SON  
AGENTS

1500 Bryant Street  
SAN FRANCISCO

After Exercise  
there is  
nothing  
that will  
recuperate  
exhausted  
force more  
quickly than  
**RAINIER  
BEER**

Subscribe for the PACIFIC WINE AND SPIRIT REVIEW—\$2.00 Per Year

**Guaranteed Chemically Pure**

**"Semper Idem" Filter Pulp**

Long fiber with asbestos. Used by 60%  
of all the wine producers in California

**"Brilliant Filtering Asbestos"**

HIGHEST GRADE

**Zellerbach Paper Company**

Exclusive Selling Agents for the United States

SAN FRANCISCO

OAKLAND

LOS ANGELES

CALIFORNIA, U. S. A.

Rates: \$1.00 a Day and Up  
Tourist and Commercial  
**FIREPROOF**



Everything new, comfortable, home-  
like, plenty of life, beautifully  
furnished, highest class.

**Hotel  
Victoria**

Formerly the ORENA  
I. W. Bradt and Johnston,  
Proprietors

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SAN FRANCISCO AND LOS ANGELES, OCTOBER 31, 1912

No. 12



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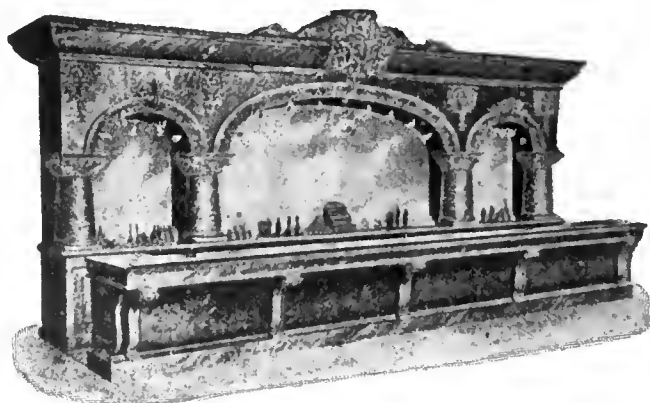
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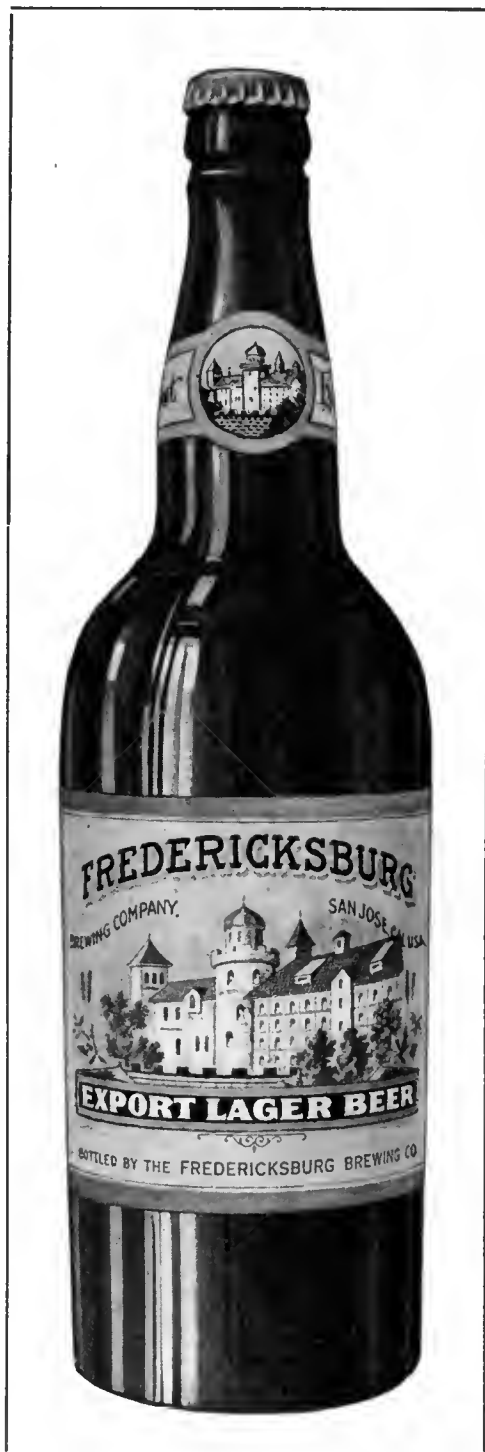
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## PACIFIC WINE AND SPIRIT REVIEW

ISSUED MONTHLY

OCTOBER, 1912

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## FRESNO AND SOUTH CENTRAL CALIFORNIA.

Fresno, October 20, 1912.

On the 25th of September the Tarpey winery offered \$6 per ton to the Clovis growers for their wine grapes, and the offer was accepted. The only condition that the Tarpey people made was that 6,500 tons of grapes be secured. There was a large number of growers made party to the agreement, and the total amount of grapes signed for within a few hours was 6,500 tons, the equivalent of 500,000 gallons of wine.

The Kirby Distilling Company of Selma, on the 25th of September, offered \$8 per ton for wine grapes in that vicinity. Some growers declare that they have contracts to sell their first crop of Muscats to the Kirby winery for \$10 per ton. The \$8 price is on black grapes. Up to the time mentioned these were by far the highest price that had been offered during the year for wine grapes. It became known that the Kirby company bought very freely of grapes in the vicinity of Selma and because of the higher prices that the company paid secured a great many contracts. The highest price that had been available was \$6 per ton offered by the Tarpey people. Just what effect the advance offered by the Tarpey people to the growers of Clovis, and the very much advanced figure of the Kirby company at Selma will have on the situation is not known at this time, but the general opinion seems to be that there will be a general advance in prices before many days, and that the California Wine Association will take the lead in advancing the prices.

The ranks of the government winery gaugers who come to Fresno every fall through the wine season are very thin indeed on account of the refusal of the growers to sell grapes at the prevailing prices. About thirty gaugers are in the Fresno district of the internal revenue department at the present time, and they are not kept busy. Usually there are at this time of the year about fifty gaugers. When the wineries run in full operation there are about seventy gaugers required. The gaugers supervise the use of brandy in the wines. The internal revenue tax on brandy used in wines is very trivial, and it is the duty of the gaugers to see that the brandy is used for no other purpose than that of mixing with the wines.

The Maier Brewing Company has taken over its bottling works at Bakersfield and will handle the business of the brewery at that place direct. Al Leal will be the manager.

Mr. Frank West of the winery of West & Son spent several days at Hanford on a visit of inspection during the middle of October. He expressed his opinion that Kings county vineyards are the best producing property to be found anywhere in the State of California.

## HAIL RUINS FRENCH GRAPES.

**A** LATE consular report says: In the Department of the Rhone the vineyards appear to be in fine condition, except in a few localities where hail storms have done great damage to the promising crops, ruining the grapes. But it is hoped that wine in plenty and of good quality will be obtained from other vineyards.

In the Department of Saone-et-Loire the crop prospect is very satisfactory, although some damage has been caused by mildew, which appeared in many places during June, and also by "oidium," which was discovered on some of the vines toward the end of the same month.

The outlook is not so good in the Department of Cote d'Or, and wine growers do not expect more than half the usual crop on the plains, where the poorer grapes are grown, from which the ordinary table wine is made; and only one-third of a normal crop is anticipated on the hills, where the finer grapes from which the "classed" wines are produced, are grown. Still the weather was fine while the vines were in flower, and the wine growers hope that the good quality of the wine will compensate for its small quantity.

**LASH'S BITTERS**  
TONIC LAXATIVE



## LOCAL OPTION PROPOSED IN SAN FRANCISCO



ON December 10th, it is said, the voters of San Francisco will have a chance to decide whether they care to adopt the Anti-Saloon League charter amendment called "Local Option for Districts." In their appeal to voters to sign the petition, the following sugar-coated explanation was made:

"The proposed amendment provides that upon petition from twenty-five per cent of the voters in any specified district, which must contain not less than fifty city blocks, the question of whether saloon licenses shall be granted IN THAT DISTRICT shall be submitted to a vote of the people THERE.

"If a majority vote for license the saloons remain, or if they had previously been voted out may return.

"If a majority vote against license, no further licenses can be granted in that district, and six months later all existing saloons must close. This vote has no effect upon restaurants, groceries or wholesale liquor stores.

"The proposed amendment is based upon the two American principles of majority rule and government by the people. Its adoption will not close a saloon, but will simply put power in the hands of the people to keep saloons away from their homes where the majority so elect.

"New York, Chicago, Seattle, Los Angeles and all the progressive cities of the nation are driving saloons out of their residence territory. San Francisco must not lag behind. The least we can do is to permit residence districts to determine their own policy on the saloon question. This is all the proposed amendment attempts to do."

We give herewith the full text of the amendment, which we advise our readers to scan carefully and then get ready for action.

### **Petition to the Supervisors to Submit to a Vote of the Electors a Certain Proposed Charter Amendment.**

To the Honorable Board of Supervisors of the City and County of San Francisco.

We the undersigned qualified electors of the City and County of San Francisco, State of California, and counting with other qualified electors whose names are signed to other papers of identical tenor and effect, a number of qualified electors in excess of 15 per centum of the qualified electors of said city and county combined upon the total number of votes cast therein for all candidates for Governor of the last preceding general election, at which a Governor was elected, hereby in conformity with Article 11, Section 8 of the Constitution of the State of California, petition your Honorable Board to submit the following amendment to the Charter of the City and County of San Francisco to the qualified electors of said City and County at an election to be hereafter called and held in accordance with the aforesaid section of the Constitution of the State of California.

### **PROPOSED CHARTER AMENDMENT.**

That a new chapter be added to Article 11 of said Charter to be designated as Article 11, Chapter 6, which said chapter shall be titled LOCAL OPTION FOR DISTRICTS and read as follows:

#### **ARTICLE 11, CHAPTER 6.**

Section 1. Registered voters of any district as hereinafter designated as many in number as 25 per cent of the entire vote cast for all candidates for the office of Mayor at the last preceding municipal election at which a Mayor shall have been elected, shall have power to petition the Board of Election Commissioners to submit to the registered voters of such district the question whether or not permits to engage in the sale of liquor at retail, as defined in Section 3, Chapter 3, Article 8, of this Charter, shall thereafter be granted in the said district.

Section 2. Except as in this Chapter otherwise provided petition submitted under the provisions of this Chapter shall be prepared and acted upon as provided in Section 2 and 3 of Chapter 3 of Article 11, of this Charter, which sections are hereby made a part of this Chapter.

Section 3. Whenever there shall have been presented to the Board of Election Commissioners a petition signed by the required number of registered voters as in Section 1 of this chapter prescribed for the submission to the registered voters of any district as hereinafter defined of the question herein above in Section 1 set forth, it shall be the duty of the Board of Election Commissioners to submit the question therein set forth to the qualified electors of the district therein described at an election to be hereinafter held as hereinafter in Section 6 provided.

Section 4. The ballots used at the election hereinafter provided for

shall include the submission of the said question by printing the same on said ballot substantially in the following form.

Shall permits to engage in the sale of liquor at retail as defined in Section 3, Chapter 3, Article 8, of the Charter be granted within the district of San Francisco, bounded as follows:

(HEREINAFTER INSERT THE BOUNDARIES OF LOCALITIES)

YES—

NO—

Section 5. If a petition shall be filed under the provisions of this chapter more than 60 days and less than 90 days prior to a general election, the question described in such petition shall be submitted by the Board of Election Commissioners at such general election. If said petition shall be filed more than 90 days prior to a general election, the Board of Election Commissioners shall certify the fact of the filing of said petition to the Board of Supervisors, and the said Board of Supervisors shall have power to call a special election for the submission of said question, which election shall be held at a date not more than 30 days from the date of calling the same. If no such special election shall be called by the Board of Supervisors the said question shall be submitted at the next general election to be held after the submission of said petition.

Section 6. All arrangements for special elections under this chapter shall be made and the same be conducted, returned and the results thereof declared as far as practical in all respects as provided by law in case of special municipal elections, and the State penal laws applicable to general election shall apply to elections held hereunder, provided, if there be any conflict between the provisions of this chapter and other portions of this chapter and such general laws, this chapter shall prevail.

When elections provided for in this chapter are held at the same time as other elections, the said question shall be placed upon the regular ballot and notice of the submission of said question shall be given, and the votes thereon counted, returned and declared in the same manner, as when any other question is submitted to a vote under the provisions of this chapter.

Section 7. A district for the purpose of this chapter shall consist of any portion of the City and County of San Francisco comprising not less than 50 city blocks, and shall be so arranged that no established election precinct shall be divided and that such district shall be comprised of a special parcel of contiguous territory.

Section 8. If a majority of the qualified electors of said district voting on said question shall vote against granting permits to engage in the sale of liquor at retail, as defined in Section 3, Chapter 3, Article 8, of the Charter then no such permit shall thereafter be granted within the said district until at some future election called under the provisions of this chapter a majority of the registered voters of said district shall have voted in favor of granting such permits, provided, however, that all permits theretofore granted for said (district) shall continue in full force, until the expiration of the term for which they were granted, and may thereafter be retained from time to time during the period of six months next succeeding the date of such election, but shall not be retained so as to be in force after the expiration of said period of six months.

Section 9. Whenever an election shall have been held in any district under the provisions of this chapter, the said question shall not again be submitted in the said district within three years from the date of such election, and no portion of such district shall be included within any other district for which a petition shall be presented under the provisions of this chapter within three years from the date of the election first above referred to, and shall not then be included in such new district unless at request of 25 per cent of the registered voters of such former district, as it is proposed to include in the proposed new district, shall sign a petition asking to be included in such new district.

San Francisco, Cal., Oct. 25, 1912.

Associated Industries of California, Room 502, 45 Kearny St., City

Dears Sirs: The viciousness of this amendment can be appreciated when you stop to think that a local option district could be created that could, by clever manipulation by the anti-saloon people and prohibitionists, meander in and out of residence districts known by them to be of marked "dry" tendencies, and at the same time include an entire business street, such as Fillmore street, or Polk street or even Market street. The necessary signatures (25 per cent) could be obtained and then the voters of this "local option" district who might be in favor of allowing saloons in the business parts of the district, but who would wish to keep the resi-



lence end free of saloons, would be confronted with this dilemma. If they vote against the local option district because they are willing to have saloons in the business end, they would apparently be voting for saloons in the residence end as well; whereas if they vote for the local option district because they wish to keep saloons out of their residence quarters they are thereby voting to keep saloons out of the business district also, which business district they otherwise would be willing to keep open for saloons. In this dilemma many would naturally vote for the local option district.

If you take a map of the city you can easily work out a local option district in which the voting strength would be in thickly settled residence districts, opposed to saloons in their immediate vicinity, but with a long "tail" where few voters reside, but which "tail" would take in the "cream" of the downtown saloon portion of the city. Or you can take in all of the downtown saloon districts, and by excluding the residence territory which would be presumably favorable to saloons, you could get practical prohibition in San Francisco.

In other words, this ingenious scheme is a powerful "entering wedge" to absolute prohibition in San Francisco.

Very truly yours,

(Signed) HOEFLER, COOK, HARWOOD & MORRIS.

### SONOMA COUNTY NEWS.

Santa Rosa, October 25, 1912.

A VOTE will be taken on the roadhouse question throughout Sonoma county on the day of the general elections in November. The provisions of the ordinance are such that there will be very little good done, as the roadhouses aimed at will hardly be affected. It is apparent that the movement has been led by those who should follow. If the legitimate saloon interests had been consulted the remedy sought for would very likely have been found. The ordinance as it stands is a jumble of words without a point.

Joseph Mello has started a new suit against the city of Sebastopol, a municipal corporation of the sixth class, for the recovery of \$1,000, which he claims he was forced to pay for licenses under duress. This is the second suit he has brought against Sebastopol in this connection, the first having been decided in favor of the municipality. A prominent lawyer of San Francisco filed the complaint, which is expected to be fought over to better advantage by the plaintiff than the first one was.

The wineries throughout the country are running at full blast at the present time, and the harvesting of the grape crop is in progress at top speed. In the vineyards many hands are employed picking grapes, and on all roads one passes heavily laden wagons on their way to the wineries. Prices have been ranging all the way from \$12 and \$14 up to \$17, \$18.50 and \$19 per ton, and some choice varieties at a higher figure. The crop has proven to be only an average one at the best in many localities, and in others has been short. The prices paid are higher than in San Joaquin valley, at Fresno and in Visalia and Tulare counties.

The season will close by the 1st of November. The vintage will not be nearly so large as it was last year, because of the short grape crop, but still it will run into the hundreds of thousands of gallons. The heavy rain last month did considerable damage.

Hops are changing hands at prices ranging from 18 to 20 cents per pound. The hop yield, which is the largest by far in the history of Sonoma, is practically all baled. The price is not encouraging to many growers to sell now. It is expected that the prices will range from 20 cents upward in the near future.

Mr. James H. Freeman, manager of the New York house of the Fountaingrove Vineyard Company, arrived here on the afternoon train October 16 and is the guest of Kanai Nagasawa at Fountaingrove. He will spend a week here in recreation and discussing business with Mr. Nagasawa, and will thereafter tour the county.

William D. Sink, the well known Cloverdale winemaker, has had his new winery well equipped. It is thoroughly lighted by electricity. The winery was rebuilt after the fire, and has been used this season. Crushing will be finished before the 1st of November. The season's crush will be about 1,100 tons.

Carl Haehl is operating the Haehl winery at Cloverdale. He reports that the crush of grapes is a very large one.

The Asti winery at Cloverdale will complete its crushing of about 1,200 tons of grapes before the 1st of November.

Miss H. G. Farnham, representing the California Grape Growers' Association, has been touring the county in the interest of the campaign for the educating of the people to the need of protecting the wine industry of the State against the ravages of the prohibition pest. She was in Cloverdale during the first part of the month and succeeded in showing the growers the danger that threatens the \$150,000,000 invested in the State's wine industry. The growers of Cloverdale pledged themselves to contribute to the campaign fund to the amount that may be asked upon 5,000 tons of this year's crop. Miss Farnham expects to be able to raise \$10,000 from the growers of the State, and after that the wineries will contribute \$10,000 more.

The California Wine Association has purchased the large winery at Graton from Mr. T. L. Orr, well known as a Sonoma winemaker. Mr. Orr is still owner of a large winery at Occidental. The association is paying \$14 per ton for grapes and will probably pay more before the end of the season.

There is a great deal of uncertainty among the public of Sonoma county as to what the purposes of the Anti-Roadhouse League of Santa Rosa really are. This league disguises itself under so many masks of hypocrisy that the plain people are unable to understand it. When it stands stripped it will be found to be just the same old fanatic that is known as the Anti-Saloon League.

Many of the owners of resorts at the springs of Sonoma county are planning to incorporate the towns in order to save their business against the work of the drys. If the drys should carry the elections the resorts will be closed for the time being and this will entail a loss to the county in general, but the drys do not see far enough to understand this. The resort owners must do the foreseeing.

The big Fulton winery is very busy. It is expected that the season will be over by the first of November. Crushing of grapes is still going on.

At Windsor the big winery is still in full operation. It is believed that the picking of grapes will be continued for two weeks more at least. There are large quantities still in the vineyards, but they are being gathered rapidly in anticipation of the closing of the wineries.

### SYNTHETIC RUBBER AND ALCOHOL.

The discovery of a process which utilizes fusel oil as a stepping-stone to the manufacture of a substance which is rubber to all intents and purposes, looks like a big fact, opening up great possibilities for the distillery industry. Hitherto fusel oil, or amylic alcohol, as it should be properly called, has been a residual product, the growing use of which in various industrial processes, among others as a solvent for the extraction of the alkaloid from cinchona and for the manufacture of certain explosives and other purposes, has so enhanced the value that the price has gone up to over 11s. per gallon. This very high price is, however, partly due to a "corner" in the article, engineered, like most "corners," from the United States. It should be understood that the quantity of fusel oil produced is at present limited absolutely by the quantity of grain or potato spirits made, and that the manufacture is not gone for on its own account. Whether owing to the alleged discovery of a new process for producing fusel from the starch of the distillers' raw material will affect at all the production of spirits by being combined with the ordinary operations in producing potable or industrial alcohol remains to be seen. Our readers may be reminded that amylum is the Latin for starch, and gives the prefix to amylic alcohol. Whether a new process can go for amylic alcohol as a derivative from starch to the exclusion of the production of ethylic alcohol, which is the potable product, remains to be seen. If ethylic alcohol is produced even as a by-product, a situation in spirit manufacture is opened up which has a vista of possibilities stretching far into the future.—Ridley's Wine and Spirit Trade Circular.



## LOS ANGELES DEPARTMENT



Los Angeles, October 25, 1912.

**A**T the next general city election or the first special intervening election the question of establishing a dry zone in the harbor district will be submitted to a vote of the people. This course of action was decided upon during the last week in September by the Los Angeles City Council as the result of public hearings which were held on the subject. Petitioners urged the council to adopt an ordinance to abolish saloons and the liquor traffic in Wilmington and San Pedro, arguing that the harbor district should be made a dry zone during the time that the city is spending some millions of dollars in developing the harbor. The decision of the city to submit the question to a vote was in the nature of a compromise and was at the suggestion of Councilman Topman, who suggested that the City Attorney prepare the ordinance creating the dry zone. Of the eight councilmen present seven voted in favor of the motion of Topham. Councilman Lusk was the only one opposed to it. He opposed it on the ground that the people of San Pedro do not want a dry zone and for that reason it would be foolish to submit the question to a vote of the entire city. Delegations of women and ministers were present to urge the council to create the dry zone, but delegations of business men of San Pedro and Wilmington were also present to protest. The ministers urged that a precedent was established during the construction of the Los Angeles aqueduct when a dry zone was established all along the line of work. They urged that this precedent be followed while the harbor work is in progress.

The liquor interests of San Pedro were ably represented by Attorney Walter Haas. He called attention to the big protest on file with the City Council and urged that the council do not forget the pre-consolidation pledge to the effect that the harbor district was not to be disturbed, and also pointed to the fact that if \$10,000,000 were to be spent in the development of the harbor it would be necessary to conduct the work on a broad principle. He showed that it would be unjust to the people of San Pedro to close up their saloons while one hundred wholesale liquor houses and two hundred cafes continued to do business undisturbed in Los Angeles.

Senator Carter of Wilmington declared that two policemen only patrol the entire ten square miles of Wilmington and seldom find it necessary to make an arrest. Prominent citizens of San Pedro, lawyers and doctors told the City Council that the Federal Government had been for ten years engaged in harbor improvements and had never found it necessary to suggest the abolition of saloons.

Renewals of petitions to close blocks in the business district of Los Angeles against the liquor traffic were begun with the filing of a petition with the police commission to close Spring street between Fifth and Sixth for the second time. The block was closed under the block option clause of the liquor ordinance in 1910 and reopened in September 1912. The renewed petition has for its object the closing of the block for another two years. According to the liquor ordinance the police commission shall not permit any additional liquor permits in a block upon petition of majority of the people holding frontages in the block. The ordinance allows property owners in the block at the end of two years to petition to have the block reopened, but if such petition is not presented the block remains closed. It was to forestall any attempt on the part of the property owners in the block to reopen it to liquor selling that the petition to keep it closed was filed. The time limit on other blocks in the liquor zone has expired, and the petitions to close are being looked for by the police commission. If these are not forthcoming those who wish to have the blocks opened will begin to use their efforts in that direction. The blocks where the time limit has expired are as follows: Spring, between Eighth and Ninth; Main, between Fourth and Fifth; First, between Vignes and Center; Fourth, between Broadway and Hill; Fifth, between Los Angeles and Wall, and Maple, between Fifth and Sixth.

Because the trustees of San Buenaventura refused to recognize

a petition to submit the question of the sale of intoxicating liquors to a vote of the people the matter was taken into the courts and the district court of appeals issued a writ of mandamus, requiring the trustees to submit the question forthwith. The town went dry in 1910.

At Oceanside the city attorney has given the city trustees an opinion that there is no lawful way by which a city, as a municipality, can enter into the saloon business. This was in response to the petition of a number of citizens. The attorney recommended the denial of the petition, which recommendation was adopted. At the same time the city trustees, in response to a petition signed by many citizens, directed the head of the police department to instruct the city marshal to make an investigation of the "blind-pigs" and to close them if they are found to be operated against the law. The petitioners for the closing of the blind pigs protested against the establishment of the municipal saloon.

In San Diego on October 11 the California State Federation of Labor refused to include the liquor question among the issues which it cares to influence by moral or political means. One of the liveliest tilts among the delegates since their convention met in San Diego was started on October 11 when the Anti-Saloon League resolution was introduced for consideration. Arguments on the floor of the convention lasted for many hours. The chairman of the resolutions committee reported that the resolution be referred to the incoming executive committee, and in this way he caused a storm of protests. He led the faction that opposed the Anti-Saloon League resolution. Andrew Gallagher of San Francisco made an appeal for the Anti-Saloon League. After the heated discussion the resolution was withdrawn and ordered expunged from the records.

### COUNTY PRECINCTS WILL VOTE ON LIQUOR QUESTION.

"Shall wholesale and retail liquor licenses be granted in this precinct?"

"Shall winery keepers be granted licenses in this precinct?"

"Shall hotel and restaurant liquor dealers' licenses be granted in this precinct?"

"Shall licenses for public billiard rooms be granted in this precinct?"

The foregoing questions will appear on the ballot at the general election in November.

Chief Clerk Thomas McAlcer of the registration bureau received copies of these questions with a copy of the county ordinance, which was passed by virtue of the authority given the Supervisors under the Wylie local option law passed by the Legislature in 1911.

The law gives the right to all counties to submit the question of local option to the voters, at each general election, on all precincts outside of the incorporated cities.

By an ordinance passed by the Board of Supervisors, worded as follows, the authority is given for submission of the questions to the voters:

"At every general election hereafter held, the following four propositions shall be severally submitted to the electors of each voting precinct in the county of Los Angeles outside of the incorporated cities and towns, to wit: Here follows the questions above, quoted. 'The county clerk is hereby authorized and directed to put each of the said propositions upon the ballots for each of the said precincts at every general election, in the manner prescribed by law, without any further notice to that effect.'"

Under the Wylie local option law if a precinct votes wet by a majority a license cannot be granted in that precinct unless a majority of the precincts in the same supervisorial district vote wet. In other words, if one precinct votes wet by a majority and a majority of the precincts in the supervisorial precincts vote dry, no license can be granted.

**A New Trick in the Art of Flim-Flamming.**—The validity of the right of the county supervisors of Los Angeles to prescribe the procedure by which new legislation will be enacted, which right is supposed to have been prescribed by the initiative amendment to the constitution, has been sustained by the Appellate Court of Los Angeles. In consequence of this the supervisors will be empowered to make a local option election possible whenever any election whatever is called for. This appears to be an evasion of the regular local option law, which prescribes elections only at certain intervals. The usurpation has been facilitated by the county government act. There is no doubt but that it has for its object the placing in the hands of the supervisors the power to call elections so frequently that the public, harassed and annoyed, will be come discouraged and disinterested in the liquor question to the point of allowing the dry element to dominate. The policy of the supervisors of the fanatical sort would be to call elections on the local option question whenever there are elections on other questions until the dries win and afterward to cease calling elections. The county act makes it optional with the supervisors as to whether they may call elections or not. That is how the power to flim-flam has been given to them.

#### SIERRA MADRE WINES TO GERMANY.

Sierra Madre shipped a carload of wine to Germany this week. It was finely flavored Southern California wine when it departed. It had the rich tang of the small, purplish-black Mission grape. It departed under the name of California claret. Whether it was bought by the Germans to get a taste of good wine, or whether it will some day return in foreign casks bearing labels of some noted European vineyard, is an unanswered question. At any rate it was California claret when it left Sierra Madre.

**Tax on Free Lunch.**—On October 8 the Los Angeles City Council passed an ordinance placing a monthly license of \$25 on all saloons that serve free lunches. This step was taken to discourage the serving of free lunches until the anti-free lunch ordinance is voted on at the next general election.

#### INCREASED CONSUMPTION OF WHISKY.

Portland, Oregon, October 5.

**COMMISSIONER OF INTERNAL REVENUE R. E. CABELL**, while in Portland, expressed his opinion that the American people are abstaining from the milder beverages and are tending more and more toward strong drink.

"Last year," said Commissioner Cabell, in an interview, "the American people drank more whisky and less beer per capita than ever before in history. The revenue from whisky alone was \$150,000,000, showing an increase of approximately 10 per cent over the previous year. The collections from beer were \$63,000,000, showing a decrease of more than three per cent.

"The consumption of tobacco and cigars kept pace with that of whisky. Theologians, sociologists and other cranks will draw great many conclusions from these figures, but they will not be able to explain them satisfactorily.

"There is no gainsaying that the government must depend on the income from whisky, beer, tobacco and corporations to meet the cost of operating. Whisky and beer constitute the chief motive power of our government."

#### PROHIBITION IN NORWAY.

Professor Wille of Christiania, Norway, recently read a paper at a meeting of the Christiania Municipal Council, when measures to increase temperance among the people of Christiania were under discussion, showing that since prohibition had been introduced in some of the Norwegian cities the number of arrests in the city of Stavanger had increased from 397 in 1894 to 933 in 1908, and at Gersund the sales of spirituous liquors rose from 21,490 liters in 1896 to 68,582 liters in 1908. The enormous increase is attributed to the fact that formerly people used to drink openly in saloons, while now they purchase their intoxicants in large quantities to be consumed at home.

#### ON METHODS OF FINING.

**T**HE process of getting wines bright by mere rest and temperature being usually much too long, resort is had to methods whereby the matters in suspension are coagulated or otherwise carried down to the bottom of the receptacle. The substances most in use, especially on the Continent, are certain earths (such as kaolin, etc.), tannin, milk (its caseine and albumens), white-of-egg, blood-albumen, isinglass and gelatine.

The kaolins are slower in action, as a rule, than ordinary finings. They are used in the proportion of 50 to 100 grammes per hectolitre (about 22 gallons). The *modus operandi* is to place the necessary quantity of kaolin in a suitable receptacle, adding enough water to cover. Twenty-four hours after, the excess water is taken away and the mixture triturated so as to form a paste. A few litres of wine are then added to thin it out, and it is this final mixture which is poured into the cask or other vessel containing the wine to be fined. The wine is then "roused" vigorously several times, in different ways, for a few minutes at a time, then left to rest for forty-eight hours or so, and is afterwards filtered.

The alcoholic tannins are the only tannins used for wines. To employ it, the tannin must be dissolved directly in wine, some of which is drawn off beforehand. When it is dissolved it is then poured back again and the liquid stirred briskly as before. The action of the tannin is a chemical action. It is rarely employed alone, and is most often used to ensure the precipitation of gelatine or other clarifier.

Caseine intended for finings is extracted from milk by an acetic acid treatment and a filtering. The solid part that remains on the filter is caseine. It is sold commercially in powder form, and the proportion used is about five to ten grammes per hectolitre.

Whites of eggs make very good finings. The whites of two or three eggs are used to a hectolitre of wine. The whites are beaten up in a suitable vessel, with a little water, to which is often added a pinch of salt. The salt is intended to facilitate coagulation and the fall of the finings. Dried egg albumen can also be obtained. Fining by means of fresh blood depends, of course, on its property of coagulation. Dried blood is also used.

Isinglass finings are more especially employed for white wines, as its coagulation is easy in mediums which are poor in tannin. Preparing the isinglass finings is a delicate operation, in fact it is necessary to get it into a liquid jelly state, which takes time. The jelly is used in doses corresponding to four or five grammes of dry isinglass per hectolitre or wine to be treated. It is mixed slowly with four or five times its volume of wine, and then poured into the cask and thoroughly roused.

The gelatine used is a pure gelatine, but is far from equalling the value of isinglass. It is, however, rather frequently employed, the average proportion being ten to twelve grammes per hectolitre of wine to be fined. The gelatine is put to soak for a few hours in a little cold water, and afterwards placed in a vessel with more water, in order to perfectly dissolve it. It is then diluted with some of the wine and turned into the bulk.—*La Revenue Vinicole*.

#### VINEYARD ACREAGE IN GERMANY.

**T**HE area under vines in Germany is determined by the Imperial Government in June every year. General figures published recently for 1912 show that the area under vines actually cultivated has decreased by about 2,780 acres as compared with June, 1911. Area under vines reached the maximum, 297,037 acres in 1906, and has since decreased by about 27,900 acres. Decrease in acreage is not reported for all States. The principal wine-growing States are Prussia, Bavaria, Hesse, Wurtemberg, Baden and Alsace-Lorraine. Area under vines shows an increase of 198 acres each in Prussia and Bavaria and 324 acres in Hesse as compared with 1911, while it decreased by 902 acres in Wurtemberg, 1,285 acres in Baden, and 1,312 acres in Alsace-Lorraine. It should be noted that only areas under vines actually cultivated are included in the above figures. The exceptionally good vintage of 1911 gave a new stimulus to wine growing in many districts which may lead to a general increase in acreage. In any event it will take a number of years to bring the acreage up to the maximum figures of 1906.



## SEATTLE AND PACIFIC NORTHWEST



Seattle, October 24, 1912.

**A**T Spokane the local option fight has assumed very large proportions. Mr. J. P. M. Richards, veteran head of the Spokane and Eastern Trust Company, has started a movement for the formation of a regulation and control party which is bound to become a power in the political field. He says, in explanation of the movement:

"There are three parties in the field, namely, the unlimited whisky party, the prohibition party and the party in favor of regulation and control. I believe in the latter party. If we have an unruly boy we do not kill him. We regulate and control him. If we simply throw up our hands and say that we are weak and can not control him we are simply weak and incapable. Prohibition is the hasty man's way, the narrow man's way and the lazy man's way. I do not have to choose between the unlimited whisky man's government or the government of the prohibition man. I choose the government of the calm, reasonable good sense of the great mass of the common American people, and I believe that to be in favor of regulation and control. I am not in favor of any hysterical, nervous movement which will in a passion injure the city that we have been building up for twenty-five years. Such hasty injury inflicted by the ukase of a czar would be condemned as tyrannous universally. Inflicted by a moderate majority upon a large minority it would not fail to be in effect tyrannous and disastrous. Does the prohibition party intend to compensate their fellow citizens for the injury and loss they inflict upon them? Not at all. It is of no material difference to them to force ruin upon a large percentage of the business community. For this reason I am for regulation, control, good government and sanity."

As was to be expected the five Superior Judges threw out the petition of the Anti-Saloon League element to hold an election on local option in connection with the general election in November. There were so many irregularities connected with the petition that the Anti-Saloon League itself is ashamed of its work. But, as showing that there are many of the fanatics without any sense of shame whatever, it may be said that the president of the Civic Local Option League regards the recent humiliation only in the light of a defeat and urges the partisans of prohibition to unite their efforts toward making another fight two years from now. For such people it is apparent that there is no such thing as disgrace. What they call a defeat was really nothing but a disgrace, but they are too blind on account of fanaticism to see the distinction. Here is the way that Attorney G. W. Sommer, their leading advocate, expressed their view of the situation:

"The judges took account of a technical defect in the petition which they were compelled to do, and which undoubtedly the friends of prohibition would have been compelled to do if the fight had been reversed."

The technical defect mentioned was fraud purely and simply.

Commissioner Hayden of Spokane proposes to limit the number of saloons in the city to 150 and to gradually increase the license fee to \$1,500 per year to make up for the loss of revenue. This is a consequence of the "defeat" of the local option petition in the Superior Court.

The town of Granger, Washington, will have a local option election on the general election day in November. There is not much hope for the drys in the present opinion of the town.

Anti-prohibitionists of Wenatchee, Washington, are making a very strong fight for victory at the local option election to take place on the 5th of November in the town.

The City Council of Bellingham, Washington, on October 7, passed the new saloon ordinance, which will go into effect November 1.

A petition for a local option election in the city of Blaine, Washington, was denied by the Superior Judge on account of irregularities in connection with signatures.

Owing to the fact that the wets failed to present a protest against the local option election petition of the city of Rockford within the ten days prescribed by law, the petition has been granted although it is full of forgeries.

Dayton and Everett are among the important towns in Washington which will vote on local option on the general elections in November.

A total of 84 political subdivisions in the State of Washington will hold local option elections November 5. Of these 41 are in the counties east of the Cascades. In 22 East Side cities and towns in which the sale of liquors is now prohibited elections have been called through the efforts of the wets to have the license system renewed and in 19 East Side cities, towns and counties in which liquor is now sold, elections have been called through the efforts of the Anti-Saloon League. In three East Side cities the petitions presented by the league were declared insufficient by the courts. The league stands to lose more territory than it can gain.

Business men of North Yakima will contribute \$5,000 toward publicity for development purposes in connection with the city, providing that the local option election does not result in the abolishment of the saloons. If saloons are abolished only \$2,000 will be pledged. The business men are uniformly in favor of the license system.

There will be no election at Puyallup on the wet and dry question this year, as the courts have held that it will mean an unnecessary expense, and the town is financially embarrassed. Puyallup, of course, is a dry town.

October 15 the pyrotechnic Governor of Oregon began his new policy of offering rewards to those who can produce such evidence as will result in the conviction of persons who allow their property to be used for immoral or other illegal purposes. According to the special prosecutor it is unknown as yet whether the rewards will apply merely to Portland or will cover the entire State, but it is understood that the rewards are intended particularly for Portland. Saloonkeepers are especially interested and have been instrumental in driving out of the city of Portland a great many men and women who prey on the saloon traffic.

Hood River, Oregon, will vote on the liquor question at the coming general election. This will be in accordance with the home rule amendment.

Following are the towns and counties which will hold local option elections on November 5 in connection with the general elections in Oregon: Estacada, Springfield, Eugene, Canby, Oregon City, Woodburg, Albany, Springfield, Willamette, Silverton, Harrisburg and Astoria.

One of the most interesting fights is on at Silverton. The town has been dry for four years, but there is more drunkenness in it than ever before. The drys say that they never expected to stop drunkenness, as they knew that people who craved alcohol would secure it by any means, legal or otherwise. On account of this the business men have decided that the drys are not the proper people to be consulted on the question of governing a city. All that the drys have actually succeeded in doing has been the restriction of the city's revenues and the business men have decided to put an end to this.

Governor West has issued a communication to the State Railroad Commission from Salem, calling attention on the part of the commission to the fact that the railroads are delivering liquors to minors. The Governor asks that all railroad officials in any way connected with the delivery of liquors to minors be arrested and tried for the misdemeanor involved.

The Governor has also communicated with the State Board of Pharmacy to determine what legislation may be brought about to curtail the sale of liquor in blindpigs which are connected with drug stores, and the Governor suggests that inasmuch as the State furnishes licenses to pharmacists before they can conduct business legislation should be enacted toward depriving pharmacists of licenses for violating the law.



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## How the Local Option Law is Regarded by Winemakers and Grape Growers



ONE of the noticeable features of the November 5th Local Option elections is the excellent publicity matter recently printed in the various viticultural sections of the State, that will vote on the question of "license or no license."

Perhaps the most significant is the letter mailed by Geo. West & Son of Stockton to those with whom they have contracted for grapes, covering a number of years. It reads as follows:

The matter has been brought to our attention in which a number of parties with whom we have contracts for a term of years have signed a petition in the supervisorial districts requesting a vote on the liquor question this November.

We call your attention to the grape contract itself, in which it is stated that should the State of California pass laws prohibiting the manufacturing or selling of wines, we reserve the right to cancel the contract.

We heartily co-operate in the suppression of abuses of liquor in any specific cases, but the vote of a supervisorial district is not the suppression of specific cases.

It appears to us to be a step forward in the general movement to dry the State of California, and we think it worth while for you to thoroughly investigate this matter.

We have in our county 40,000 acres of grapes, representing an investment of \$10,000,000. If California will not permit the sale of wines, it hardly can be expected that other States will do so, especially if the people where wine is produced make it a contra-band article.

It does not seem consistent to us for a grape grower to expect us to market the product of his vineyard, and then by his own action try to eliminate our market, thus preventing us as far as is possible from disposing of the product of his own vineyard. Yours very truly,

GEORGE WEST & SON (Inc.)

Stockton, October 11, 1912.

The Santa Cruz Sentinel prints an excellent article by Mr. Henry Harrison Brown of Glenwood, who makes this "Plea for the Vineyards":

### **Plea for the Vineyards—Henry Harrison Brown Says Legislative Confiscation Is Proposed—Claims Same Should be Accompanied by Reimbursement.**

Do the people of California intend to confiscate a large amount of property of law-abiding citizens? Do they intend to paralyze one of the most important of California industries?

The question is up to them at the next election. Shall our vineyards and our wineries be made worthless? Shall the one industry that has given California an extended and enviable reputation be made outlaw now? When I purchased my present estate, a vineyard was part of the assets and the income from the grapes at the winery was an inducement for my purchase. If present attempted legislation shall succeed that vineyard is worthless. The State has confiscated it; has wantonly cut off an income that was legally mine when I purchased.

The State has encouraged vineyarding and wine making, has in the past sent its commissioners to Europe to study the best ways of raising and manufacturing and they have selected the best varieties of grapes to grow, and has distributed this knowledge and cuttings among the people. The business has ever been considered worth the encouragement of the State. Is it now to be outlawed and the expense of money, time and labor invested be made worthless, because a small proportion of its citizens lack proper self control? Shall a few, who, because of this lack of power to control their appetites, become guardians of the greater proportion, and tell us what to grow, raise, buy and use? Shall the few enter the hotels, clubs, and ultimately the homes of the State and say to supposedly free citizens, "You shall not?"

Herbert Spencer said on his first visit here at the farewell banquet tendered him, "America is in no danger from foes from without, but she is in danger from the foe within!" and he dwelt upon

the danger of over legislation. The State exists for the protection, development and happiness of the individual, and no one, nor even the State itself, has a right to interfere where the individual does not encroach upon the rights of another. My rights begin where another's ends. I am by the power of franchise made free and without need of guardianship. This proposed legislation would put guardians over me. For one, I resent being told that I am not capable of self control, not capable of being a worthy citizen, unless a guardian is placed over my conduct.

Did proposed legislation confine itself to merely closing places of recognized immorality, and placed wine upon the same scale of commodities as coffee and milk, we would not object.

It is forgotten often that to legislate against known injury and recognized immorality, is a far different proposition from legislating for morality. The State has no function in legislating for morals any more than it has to legislate for music. But it can properly legislate against anything that has proved itself immoral. The ancient Puritans tried to legislate morality in my ancestors' time and failed. We have outgrown that. Has the vineyard and wine proved themselves in California a menace to society? Have they injured the public welfare? If so since, the vineyard and wine have been legislated upon the State, and its citizens encouraged to invest in the business; if it is to be legislated out, let there be provisions for reimbursing the losers for the property thus destroyed. Otherwise the State has become a robber and has confiscated my property. And it is no less robbery when done by a majority of voters than if done by one man. Law is supposed to be just. As well set fire to my vineyard as to legislate against it.

Remember, that it is by no means a settled question if wine is injurious. It is certain that it holds a place very near coffee, tea, cocoa, and is far less injurious than drinks at soda fountains, and less injurious than ice water during warm weather. Who shall decide where so many opinions exist. Were we to legislate out of business every person to whose products some one objects, there would be no business and no State.

Is it not time in the beginning of this twentieth century that we began to legislate in faith, in the individual, and seek to develop manhood and not merely legislate to protect a lot of degenerates, whose descendants will fill our eleemosynary and penal institutions? He who can not be temperate is so much less a man and is poor stock to perpetuate. Protected men are of little use. The less protection the stronger the man, and what the State needs is men. Strong, self-reliant, courageous individuals, that see the right in their own life and dare live it and thus "Let their light shine!" that others may imitate their example and also be strong, temperate and brave.

Truly your friend in truth,

HENRY HARRISON BROWN.

Glenwood, October 2d, 1912.

Curiously, another grape grower, who bears the name of Brown—this time it is D. J. Brown of Napa, contributes to the Napa Register another plea. He gives some logical arguments that ought to impress the grape growers of Napa County. He writes:

Through the efforts of some of our people who do not happen to be producers of wine grapes, and are therefore immune from any harm that may come to the wine industry, a proposition to abolish the sale of wine or other spirituous liquors in three Supervisorial Districts surrounding the city of Napa is to go on the ballot at the coming election.

If these three districts vote for this proposition it means that no hotel or restaurant may serve wine to guests even at meals. No commercial body, fraternal organization or individual giving a public banquet at a hotel, club or place of public resort, may offer a guest wine. No club may serve wine to its members. No summer resort may offer or give away wine to its patrons. No winery may allow visitors or customers to sample its product on the premises when taking them on a tour of inspection. No grocery store or family liquor store may sell wine in sealed packages, not to

be drunk on the premises. In short, the local option bill is not aimed at the saloons and road houses alone. If adopted, it also evokes the license of every hotel, restaurant, cafe, club, summer resort, grocery store and family liquor store, and does away with the use of wine at public banquets and other functions.

We have watched this movement in other sections of the State, and in other parts of the country, and while it has not always been successful, it has been enough so to materially affect the price of wine and necessarily the price of grapes. Coincidentally with this movement during the last ten years, the price of wine grapes has declined from \$30 a ton to \$12 and \$14 paid for the bulk of this year's crop, and now it is proposed to "black jack" the industry in its home, the seat of the dry wine industry in California.

It may be said that the closing of a few roadhouses and country hotels in these districts would not cut much figure in the wine industry—admitted. The killing of a few soldiers on the skirmish line does not materially affect the army, but we recognize this movement as an attack in detail which continued will soon ruin the industry. That is the inevitable result.

For several years past we have expended considerable money advertising the county. Pictures of our beautiful valley have been sent afar, and the chief setting of these pictures has been our great vineyards, covering much of the valley and the bordering hills. Pictures have been presented as inducements and texts in these advertisements to people seeking homes to come in and abide with us, and now if this prohibitionist movement succeeds to its ultimate, we will say in effect, "Yes, we have beautiful vineyards, they produce thousands of tons of grapes, but we do not allow our people to use the juice." In other words, we propose to "black jack" the industry, and turn these vineyards into sheep pastures for that is about the only use these hills can be put to when the vines are removed.

I came to this community about twenty years ago; several years previous to my coming I had bought a tract of unimproved land in which was a hill fit for only two things—a vineyard or a sheep pasture. As there was not enough of it for the latter purpose, I put it in vines on resistant roots, and waited six or seven years for returns. The care and cultivation of this vineyard has been the joy of my life, and it has been my best revenue producer. Now it is proposed to cripple and eventually destroy this source of revenue. The man who takes my horse from the stable by stealth at night causes me a temporary inconvenience from which I can recover. To rob me of my chief revenue is a permanent injury from which I cannot easily recover.

If I am to obey the injunction to forgive and be charitable to those who injure me, I would preferably consider the man who appropriated my horse.

During these twenty years of residence I have watched Napa grow. It is my town, and I have as much pride in it as any resident. What has caused this growth, this prosperity of its citizens? I will give some statistics which will answer this question. The investments of the Migliavacca Company in Napa I think it is safe to say, have been more than that of any other half dozen citizens and other investments and improvements, I am told, are in contemplation by them. Besides what this company has done for Napa in investments their disbursements among the vineyardists, a large portion of which has come back to the town has been as follows:

Mr. Joseph Migliavacca informs me that their annual expenditures for grapes for the last ten years has averaged from \$75,000 to \$80,000. Added expenditures for labor, cooperage, upkeep of plant, etc., would make a total of about \$125,000 yearly. As their business was established in 1857 and has been in constant operation these fifty-five years, the commercial value of this one plant to this community is incalculable.

The California Wine Association has in the last ten years paid the grape growers of Napa County as follows. I have the statements from Mr. Hanson, general manager:

Period, 1902 to 1911—

	Average tonnage.	Average price.
Napa .....	2,900	\$20.40
Greystone .....	1,900	20.60
Brun and Chaix .....	1,800	20.25

Taking these three totals together shows an average annual expenditure of \$133,480.

Remember, you people of Napa, that a very large proportion of this money has come back to your town, enabling you to erect your fine business houses and residences, to improve your streets and sidewalks, and in a hundred other ways to make Napa beautiful and prosperous.

Business men of Napa, you have during these many years received a goodly share of our grape money. We now ask you to stand by us in protecting our interests from the would-be wreckers. We appeal to the farmers who are engaged in other lines than viticulture, to assist us. Our injury is indirectly your injury. Go to the polls and protect the interests of your neighbors like men. And you, fellow grape growers, you should not need any admonition, but I say to you to be up and doing. \* \* \*

D. J. BROWN.

It is evident that the winemakers and grape growers of this State are beginning to realize that the claim of the Anti-Saloon League, that their efforts are aimed only at the saloon and the roadhouse, is not convincing or true.

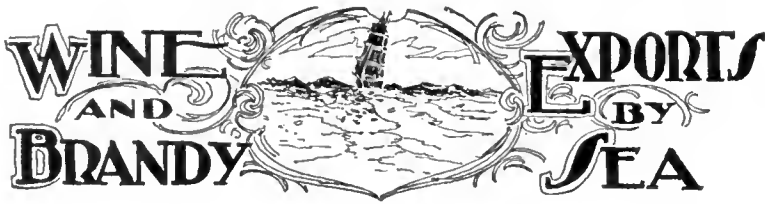
We should like very much to have those of our readers who are interested, supplement these arguments with further facts, for there are many points that have not been covered in these brief, but excellent letters.

We believe that this is a matter that should be discussed, because before long another session of our Legislature will be at hand, and we should provide Senator Juilliard and the others who will look out for our interests, with every possible argument and statistics that will enable them to convince our legislators that our wine industry should be protected.

## WHERE MUST THEY GO?

Regarding the efforts of the prohibition party to abolish all manufacture and sale of beverages containing alcohol and thus destroy an industry of enormous importance, the Brewers Journal says:

"Sometimes, when we read in the blatant articles written by subsidized Prohibition 'editors,' that breweries, distilleries and saloons 'must go,' we wonder how these worthies imagine that process of 'going' to materialize. Are they to 'go' voluntarily and quietly, or are they to be made to go by actual violence? These 'editors' never explain just where breweries, distilleries and saloons are to 'go,' although the general deduction appears to be that they may 'go' anywhere, if not off the earth, and it does not matter precisely how they are to 'go,' so long as they get out and stay out. Nevertheless, it ought to be a big contract for a small band of say 250,000 persons—the number of voters annually casting ballots for 'the cause'—among about 96,000,000 Americans to tackle. But it will be noted that they do not explicitly state that they intend to put through the job themselves of driving from the territory of the United States an industry in which hundreds of millions of dollars are invested and several millions of persons are employed. The impression given is that they need the assistance in the task of a number of legislatures, judges, sheriffs, mayors and policemen to do the agitator's bidding. These gentry, having assumed the cheerful habit of living, but finding that the earth is not quite large enough to accommodate them and the beverage industry at one time, they have concluded that the latter must vanish to give them elbow room and a chance to live. Still, the general experience is that whenever any of the component factors of this industry, on account of successful local pressure, have been driven out of existence, the products of other factors of the same industry always find their way to the thirsty, be it by hook or be it by crook, and so the great work of regeneration was all in vain! 'Demon Rum' knows how to succeed in spite of the agitators' howl and scowl. He knows no defeat. His success is based upon the fact that human nature requires alcohol and that it will always be able to procure it, no matter what obstacles are thrown into its way. And this is the reason that breweries, distilleries and saloons will not 'go.' To the contrary, they will increase their product until the last thirsty man has disappeared from the face of the globe."



## EXPORTS—WINE.

FROM SEPTEMBER 20 TO OCTOBER 20, 1912

Destination.	Cases	Gallons	Value
To Alaska .....		204	\$ 100
" British Columbia .....	15	5,172	1,959
" Central America .....	46	28,202	9,855
" China .....	9	3,975	1,529
" Hawaiian Islands .....	106	62,728	26,531
" Japan .....	1	7,701	2,650
" Mexico .....		6,036	2,148
" South America .....	30	6,827	3,424
" Society Islands .....		4,902	1,617
" Samoan Islands .....		336	199
" Dutch East Indies .....		208	85
" Korea .....		241	95
" Denmark .....		189	160
" France .....		5,000	2,000
" Belgium .....		1,000	300
" Germany .....		92	77
" New York .....	484	1,777,638	604,202
" Other Eastern States .....		24,756	5,153
Total.....	691	1,935,207	\$662,084

## BRANDY.

Destination.	Cases	Gallons	Value
To Alaska .....	9	47	\$ 155
" Hawaiian Islands .....	16	5,769	3,969
" New York .....	22	1,557	2,871
Total.....	47	\$7,373	\$6,995

## WHISKY.

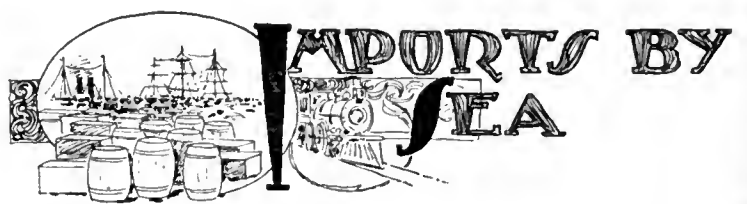
Destination.	Cases	Gallons	Value
To Alaska .....	26		\$ 434
" British Columbia .....		123	154
" Central America .....	98	108	891
" Hawaiian Islands .....	185	3,294	6,830
" Japan .....	1		5
" Mexico .....		34	43
" Australia .....	1		12
" Samoan Islands .....	5		20
" New York .....	210	166	1,887
Total.....	526	3,725	\$10,276

## BEER.

Destination.	Packages	Value
To Alaska .....	30	\$ 254
" Central America .....	21	120
" Hawaiian Islands .....	445	4,234
" Society Islands .....	79	691
" India .....	16	100
" Dutch East Indies .....	6	36
" Australia .....	2	18
" Marquises Islands .....	5	35
Total.....	604	\$5,488

## MISCELLANEOUS.

Destination.	Packages and Contents.
To Alaska .....	1 oct Rum, 6 cs Porter
" British Columbia .....	20 cs Champagne, 1 cs Mineral Water
" Central America .....	10 kgs Vermouth, 3 cs Cherries in Maraschino
" Central America .....	2 cs Champagne, 20 cs Mineral Water, 6 cs Grape Juice
" China .....	16 cs Cherries in Maraschino, 1 cs Champagne, 1 cs Liquor
" China .....	15 cs Grape Juice
" Hawaiian Islands .....	2 cs, 1 hbl Rum, 37 cs 1 bbl Vermouth, 35 cs Grape Juice
" Hawaiian Islands .....	33 cs 27 gls Cordials, 183 cs Mineral Water, 1 cs Liqueur
" Hawaiian Islands .....	10 cs Syrups, 1 cs Cherries in Maraschino, 9 cs 24 gals Alcohol
" Hawaiian Islands .....	83 cs 1 kg Liquor, 9 cs 1 cs Cider, 40 cs Champagne
" Japan .....	1 cs Mineral Water, 2 csks Ginger Ale, 6 cs Cherries in Maraschino
" Mexico .....	3 cs Mineral Water, 3 cs Apricot Cordial
" Philippine Islands .....	200 cs Gin, 15 cs Cider
" South America .....	10 cs Grape Juice
" Society Islands .....	2 cs Apricot Cordial, 5 cs Spirits
" Samoan Islands .....	2 cs Cocktails, 1 hbl Cider
" Marquises Islands .....	5 cs Ginger Ale
" Australia .....	1 kg Cider
" India .....	6 cs Cherries in Maraschino, 1 cs Grape Juice
" Korea .....	4 cs Cherries in Maraschino, 8 cs Grape Juice
" Straits Settlements .....	7 cs Cherries in Maraschino
" Ladrone Islands .....	1 cs Alcohol
" British India .....	2 cs Cherries in Maraschino
" British East Indies .....	5 cs Cherries in Maraschino
" New York .....	28 cs Champagne, 5 cs Cordials, 8 hf hhls Gin
Total.....	871 cs, 3 hhls, 8 hf hhls, 3 csks, 1 oct, 12 kgs, 51 gls.
Value.....	\$7,506.



## IMPORTS BY SEA.

## Foreign

FROM SEPTEMBER 20 TO OCTOBER 20, 1912.

FROM NEW YORK, per "Virginian," September 24, 1912, via Ancon.

535 cs Gin .....	San Francisco.
11 oct Gin .....	San Francisco.
9 bbls Gin .....	San Francisco.
50 c Mineral Water .....	San Francisco.
2 bbls Whisky .....	San Francisco.
26 cs Whisky .....	San Francisco.
2 cs Lime Juice .....	San Francisco.
2 cs Liquors .....	San Francisco.
525 cs Gin .....	Honolulu.
125 bbls Beer .....	Honolulu.
18 bbls Whisky .....	Honolulu.

FROM LIVERPOOL, per "Crown of Galicia," September 26, 1912.

1175 cs Whisky .....	San Francisco.
3 oct Whisky .....	San Francisco.
215 bbls Ginger Ale .....	San Francisco.
1000 cs Absinthe .....	San Francisco.
8 oct Wine .....	San Francisco.
600 cs Mineral Water .....	San Francisco.
24 bbls Beer .....	San Francisco.
338 cs Beer .....	San Francisco.
890 cs Gin .....	San Francisco.
21 cs Wine .....	San Francisco.
50 cs Vermouth .....	San Francisco.
568 cs Liquors .....	San Francisco.
5 cs Rum .....	San Francisco.
5 csks Wine .....	San Francisco.
995 cs Brandy .....	San Francisco.
15 oct Brandy .....	San Francisco.
25 cs Beer .....	Portland.
50 cs Ale .....	Portland.
25 cs Whisky .....	Portland.
150 cs Beer .....	Victoria.
15 cs Cider .....	Victoria.
75 cs Ginger Ale .....	Victoria.
7 oct Brandy .....	Victoria.
30 cs Brandy .....	Victoria.
400 cs Brandy .....	Vancouver.
27 oct Gin .....	Vancouver.
55 cs Absinthe .....	Vancouver.
1170 cs Gin .....	Vancouver.
1935 cs Beer .....	Vancouver.
85 cs Mineral Water .....	Vancouver.
2982 cs Whisky .....	Vancouver.
24 1/2 csks Whisky .....	Vancouver.
3 oct Whisky .....	Vancouver.
40 cs Rum .....	Vancouver.
2 hhds Rum .....	Vancouver.
12 bbls Rum .....	Vancouver.
50 cs Punch .....	Vancouver.
75 cs Cider .....	Vancouver.
73 1/2 csks Wine .....	Vancouver.
65 cs Wine .....	Vancouver.
12 oct Wine .....	Vancouver.
5 1/4 csks Brandy .....	Vancouver.
20 oct Brandy .....	Vancouver.
53 cs Champagne .....	Vancouver.
94 cs Liquors .....	Vancouver.
3 hhds Wine .....	Vancouver.
25 cs Fruit Juice .....	Vancouver.
20 cs Cordials .....	Vancouver.
75 csks Liquors .....	Vancouver.
250 cs Mineral Water .....	Los Angeles.
100 cs Vermouth .....	Los Angeles.
275 cs Whisky .....	Los Angeles.
240 cs Beer .....	Los Angeles.
25 bbls Soda Water .....	Los Angeles.
325 cs Gin .....	Los Angeles.
175 cs Liquors .....	Los Angeles.
60 cs Brandy .....	Los Angeles.

FROM NEW YORK, per "City of Para," September 26, 1912, via Ancon.

292 bbls Whisky .....	San Francisco.
125 cs Porter .....	San Francisco.
110 cs Mineral Water .....	San Francisco.
1 cs Brandy .....	San Francisco.

FROM KOBE, JAPAN, per "Korea," September 30, 1912.

379 csks Sake .....	San Francisco.
100 cs Sake .....	San Francisco.

FROM NEW YORK, per "Nebraskan," September 30, 1912, via Salina Cruz.

1000 cs Bitters .....	San Francisco.
20 cs Liquors .....	San Francisco.
25 bbls Gin .....	San Francisco.
2 bbls Whisky .....	San Francisco.
10 csks Gin .....	San Francisco.
70 cs Gin .....	San Francisco.
7 bbls Gin .....	San Francisco.
5 bbls Wine .....	San Francisco.
20 cs Wine .....	San Francisco.
25 cs Cordials .....	San Francisco.
50 cs Whisky .....	Portland.
11 1/2 hhls Gin .....	Portland.
2 cs Beer .....	Portland.

FROM EUROPE, per "Missourian," October 5, 1912, via Salina Cruz.

500 cs Bitters .....	San Francisco.
80 cs Liquors .....	San Francisco.
24 cs Champagne .....	San Francisco.
218 cs Wine .....	San Francisco.
1315 cs Mineral Water .....	San Francisco.
15 cs Beer .....	San Francisco.
88 cs Beer .....	San Diego.
12 1-6 csks Wine .....	Los Angeles.
4 hhds Wine .....	Los Angeles.
1 1/4 cs Wine .....	Los Angeles.
2 oct Brandy .....	Seattle.
4 oct Wine .....	Seattle.
2 cs Wine .....	Seattle.
40 cs Lime Juice .....	Seattle.
65 csks Mineral Water .....	Seattle.
71 cs Beer .....	Honolulu.
125 cs Gin .....	Honolulu.



## FROM NEW YORK—Same vessel.

2	oct	wine	San Francisco.
14	cs	Wine	San Francisco.
4	cs	Brandy	San Francisco.
2	bbls	Brandy	San Francisco.
1	cs	Rum	San Francisco.
1	cs	Cordials	San Francisco.
21	cs	Whisky	San Francisco.
4	bbls	Gin	San Francisco.
5	kegs	Gin	San Francisco.
25	cs	Gin	San Francisco.
3	csks	Gin	San Francisco.
25	cs	Liquors	Seattle.
3	bbls	Whisky	Seattle.
194	cs	Grape Juice	Seattle.
20	cs	Cordials	Seattle.

## FROM EUROPE, per "San Jose," October 5, 1912, via Ancon.

1	oct	Brandy	San Francisco.
507	cs	Beer	San Francisco.
504	cs	Brandy	San Francisco.
2	oct	Wine	San Francisco.
24	1-6	csks Wine	San Francisco.
1	butt	Wine	San Francisco.
1	csk	Wine	San Francisco.
3	¼	csks Wine	San Francisco.
251	cs	Liquors	San Francisco.
88	cs	Champagne	San Francisco.
130	csks	Mineral Water	San Francisco.
15	cs	Wine	San Francisco.
1	bbls	Rum	San Francisco.
2	csks	Rum	San Francisco.
5	csks	Gin	San Francisco.

## FROM KOBE, JAPAN, per "Shinyo Maru," October 7, 1912.

374	csks	Sake	San Francisco.
260	cs	Sake	San Francisco.
40	cs	Sake	Los Angeles.
35	csks	Sake	Los Angeles.

## FROM EUROPE, per "Isthmian," October 10, 1912, via Salina Cruz.

25	cs	Brandy	San Francisco.
2	oct	Brandy	San Francisco.
164	cs	Wine	San Francisco.
4	csks	Whisky	San Francisco.
100	cs	Whisky	San Francisco.
1000	cs	Vermouth	San Francisco.
1	hhd	Whisky	Los Angeles.
15	cs	Bitters	Portland.
243	cs	Gin	Portland.
2	cs	Rum	Portland.
75	cs	Mineral Water	Portland.
25	cs	Beer	Portland.
2	cs	Wine	Portland.

## FROM NEW YORK—Same vessel.

7	bbls	Whisky	San Francisco.
1	bbl	Gin	San Francisco.
1	csk	Wine	San Francisco.

## FROM VICTORIA, per "City of Puebla," October 11, 1912.

2000	cs	Champagne	San Francisco.
50	cs	Cordials	San Francisco.

## FROM HAMBURG, per "Sebara," October 11, 1912.

65	bbls	Whisky	San Francisco.
1	hhd	Whisky	San Francisco.
2	cs	Wine	San Francisco.
9	¼	csks Wine	San Francisco.
1	oct	Wine	San Francisco.
2	vats	Wine	San Francisco.
3	csks	Wine	Seattle.
4	¼	csks Wine	Seattle.
16	oct	Wine	Seattle.

## FROM KOBE, JAPAN, per "Siberia," October 14, 1912.

150	csks	Sake	San Francisco.
130	cs	Sake	San Francisco.

## FROM EUROPE, per "Mexican," October 15, 1912, via Salina Cruz.

500	cs	Cordials	San Francisco.
60	cs	Champagne	San Francisco.
10	cs	Whisky	San Francisco.
610	cs	Beer	San Francisco.
500	cs	Brandy	San Francisco.
145	cs	Liquors	San Francisco.
10	cs	Beer	Honolulu.
25	cs	Champagne	Honolulu.
100	cs	Beer	San Diego.
116	cs	Brandy	Los Angeles.
2	oct	Brandy	Los Angeles.

## FROM NEW YORK—Same vessel.

2	cs	Beer	San Francisco.
1	oct	Whisky	San Francisco.
579	cs	Wine	San Francisco.
5	bbls	Whisky	San Francisco.
22	cs	Whisky	San Francisco.
9	bbls	Gin	San Francisco.
10	¼	bbls Gin	San Francisco.
20	cs	Gin	San Francisco.
4	¼	csks Gin	San Francisco.
5	cs	Punch	San Francisco.
513	cs	Cordials	San Francisco.
3	cs	Liquors	San Francisco.
75	cs	Champagne	San Francisco.
125	bbls	Beer	Honolulu.
50	cs	Whisky	Seattle.
15	bbls	Whisky	Seattle.
20	cs	Wine	Seattle.

## FROM EUROPE, per "City of Sydney," October 7, 1912, via Ancon.

325	cs	Wine	San Francisco.
10	csks	Brandy	San Francisco.
501	cs	Brandy	San Francisco.
185	cs	Liquors	San Francisco.
17	cs	Rum	San Francisco.

## FROM LIVERPOOL, per "Workman," October 19, 1912.

550	cs	Mineral Water	San Francisco.
407	cs	Wine	San Francisco.
1071	cs	Whisky	San Francisco.
2	csks	Whisky	San Francisco.
138	cs	Gin	San Francisco.
200	cs	Beer	San Francisco.
100	cs	Stout	San Francisco.
40	cs	Ale	San Francisco.
914	bbls	Stout	San Francisco.
245	bbls	Ale	San Francisco.
7	cs	Rum	San Francisco.
165	bbls	Ginger Ale	San Francisco.
24	oct	Wine	San Francisco.
1	bbls	Wine	San Francisco.
1800	cs	Vermouth	San Francisco.
600	cs	Brandy	San Francisco.
5	csks	Brandy	San Francisco.
20	cs	Cordials	San Francisco.
25	cs	Beer	Portland.
150	cs	Mineral Water	Victoria.
53	cs	Whisky	Victoria.
2	cs	Wine	Victoria.
265	cs	Beer	Victoria.
10	cs	Spirits	Victoria.
46	cs	Wine	Vancouver.
200	cs	Mineral Water	Vancouver.
236	cs	Gin	Vancouver.
718	cs	Whisky	Vancouver.
16	csks	Whisky	Vancouver.
1	¼	csk Whisky	Vancouver.
305	cs	Beer	Vancouver.
25	cs	Kimmel	Vancouver.
2	punchons	Rum	Vancouver.
35	bbls	Rum	Vancouver.
15	oct	Rum	Vancouver.
3	¼	csks Wine	Vancouver.
65	cs	Brandy	Vancouver.
71	cs	Whisky	Vancouver.
105	cs	Whisky	Honolulu.
20	cs	Stout	Los Angeles.
10	cs	Ale	Los Angeles.
260	cs	Gin	Los Angeles.
50	bbls	Ginger Ale	Los Angeles.
50	cs	Beer	Los Angeles.

## IMPORTS BY RAIL IN BOND FROM SEPTEMBER 20, 1912, TO OCTOBER 20, 1912.

## VIA NEW YORK—

149	cs	Wine, from Hamburg	San Francisco
3	cs	Whisky, from Glasgow	San Francisco
450	cs	Champagne, from Antwerp	San Francisco

## VIA NEW ORLEANS—

3	oct	Rum, from Liverpool	San Francisco
163	cs	Wine, from Liverpool	San Francisco
6	cs	Champagne, from Liverpool	San Francisco
6	csks	Wine, from Liverpool	San Francisco

## CALIFORNIA WINES TO NEW YORK BY SEA.

September 16 to 30.

From San Francisco, steamship "Ancon."

9	bbls., 129 cases	Calwa Distributing Company
66	"	C. Schilling & Company
75	"	Italia Wine Company
213	"	Roma Wine Company
440	"	Scatena Bros.
2010	"	Lachman & Jacobi
919	"	Italian-Swiss Colony
125	"	Chas. Stern & Sons
215	"	French-American Wine Company

From San Francisco, steamship "Texan."

120	"	Samuels Bros. Company
140	"	Swiss-American Wine Company
265	"	A. Gazzoler
200	"	Chas. Stern & Sons
500	"	Lagomarsino Wine Company
270	"	J. Pacheteau
150	"	L. Botta & Company

E.O.SCHRAUBSTADTER

ESTABLISHED 1864

E.A.GROEZINGER

A.FINKE'S WIDOW

HIGH - GRADE  
SPARKLING WINES

809 MONTGOMERY STREET, SAN FRANCISCO, CAL.

TELEPHONES: KEARNY 709

HOME C 3322

557	"	.....	California Wine Association..
150	"	.....	E. L. Spellman & Company
495	"	.....	Order

From San Francisco, steamship "Advance."

250 cases	.....	E. de Pue
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October 1 to 15.

From San Francisco, steamship "Colon."

469 bbls.....	C. Schilling & Company
60 " .....	A. D. Rudini
71 " .....	E. G. Lyons & Rass Company
1225 " .....	California Wine Association Company

From San Francisco, steamship "Californian."

60	"	.....	San Benito Vineyards Company
250	"	.....	C. Manzella
49	"	.....	Luyties Bros.
125	"	.....	Chas. Schueler
221	"	.....	J. Pacheteau
298	"	.....	Northern California Wine Company
120	"	.....	L. Botta
160	"	.....	California Wineries & Distilleries
165	"	.....	Golden Gate Fruit Company
480	"	.....	Samuels Bros. Company
50	"	.....	Gundlach-Bundschu Wine Company
245	"	.....	Chas. Stern & Sons
434	"	.....	Order

From San Francisco, steamship "Cristobal."

184	“	.....Golden Gate Fruit Company
1465	“	.....Lachman & Jacobi
588	“	.....C. Schilling & Company
231	“	.....Italian-Vineyard Company
180	“	.....Gazzolo & Foglietto
193	“	.....Roma Wine Company
537	“	.....Italian-Swiss Colony
323	“	.....Scatena Wine Company
1952	“	.....California Wine Association
813 cases		.....Calwa Distributing Company
112 bbls.		.....Chas. Stern & Sons
18	“	.....French-American Wine Company

From San Francisco, steamship "Panama."

150	"	.....	Roma Wine Company
38	"	.....	Scatena Bros.
121	"	.....	Italian-Swiss Colony
88	"	.....	C. Schilling & Company
389	"	.....	Lachman & Jacobi
14	"	.....	Golden Gate Fruit Company
48	"	.....	Italian Vineyard Company
30 cases		.....	Calwa Distributing Company

From San Francisco, steamship "American."

250 bbls.	.....	C. Manzella & Son
150 "	.....	E. L. Spellman & Company
537 "	.....	Chas. Stern & Sons
200 "	.....	J. W. O'Connor
14 "	20 cases .....	Cummings & Cummings
250 "	.....	French-American Wine Company
65 "	.....	E. E. Gray & Company
175 "	.....	Samuel Bros. Company
75 "	.....	V. Casazza & Bro.
90 "	.....	Savoy Wine & Importing Company
153 "	.....	A. D. Rudin
304 cases	.....	Rosenblatt Company
350 bbls.	.....	A. Gazzoler
126 "	.....	V. Bianchi
70 "	.....	M. Ajello
100 "	.....	Northern California Wine Company
100 "	.....	Golden Gate Fruit Company
160 "	.....	California Wineries & Distilleries
230 "	.....	Chas. Stern & Sons
160 "	.....	Order

## CENTRAL CALIFORNIA.

Sacramento, October 25, 1912.

PROHIBITION against the use of liquor at all social functions, banquets, etc., given under the name of the University of California, is the latest movement of the W. C. T. U. At their recent State convention they advocated such a policy. But that is not all. They decided to prevent liquor exhibitors from distributing their liquors at the coming exposition in San Francisco. It is just possible that they will take a stand for a dry exposition before they finish. A dry exposition would mean no exposition at all. All the advertising that the exposition company could make to induce people to come to visit San Francisco in 1915 will not suffice to overcome the effect of the agitation of the W. C. T. U. if they should endeavor to dry up the coming World's Fair. The W. C. T. U. proposes also to hold an anti-alcohol congress in San Francisco during the Fair. When it comes to knocking, San Francisco will have some lessons to learn from the W. C. T. U.

The winery of J. B. Bradford & Sons at Bruceville is just now a very busy place. Wine grapes are arriving by wagon and carload and the capacity of the winery has been increased three-fourths. The cooperage is now about 1,000,000 gallons capacity. About one-fourth of the output is claret, and this is pronounced to be of superior quality. Several new 20,000 gallon tanks have lately been installed and the material for five more tanks of this capacity is on the ground. There are also five concrete tanks underground holding 20,000 gallons.

Three districts covering all the country adjacent to Stockton are to vote on local option at the coming general election.

Marysville is congratulating itself on the great improvement which has taken place in the town since the first of October, when the new liquor ordinance went into effect. This ordinance was the work of the proprietors of saloons. The former ordinance, which was found to be ineffective, if not inoperative, was framed by the anti-saloon people. Under the new ordinance it has been found that there is practically no drunkenness visible anywhere. On the first Sunday after the ordinance went into effect there was but four arrests made for drunkenness. On the last Sunday under the old ordinance twenty-four arrests were made for drunkenness. This would indicate that the people who know the business know how best to regulate it by eliminating everything which may appear to be improper or abusive. The saloonkeepers recommended the exclusion of minors and woman from saloons and various other reforms in a practical manner and they have shown the community that their councils in the matter of saloon regulation are worth a great deal more than the suggestions of the fanatics whose chief business is to heat the air with agitation and spend freely other people's money for fanciful reforms.

Joseph Rainieri, the winegrape buyer of San Jose, has established himself at Acampo for the season.

The Co-operative Winery of Lodi has announced that it will take strippings of Tokays on the 15th of October. Growers are cautioned not to strip their vines entirely clear of grapes in cases where the vines contain bunches of green fruit, as a few sour or third crop grapes will very often ruin an entire vat of wine. Strippings from owners of stock will be received first and outsiders taken care of after.

Local Manager Adolph Bauer of the George West & Son Wineries announces a material advance in the prices his company will pay this season for grapes. Here are some of the prices announced: Tokay strippings \$5 per ton, regular wine grapes \$6, culls \$3. This represents a rise of \$1 per ton on both strippings and wine grapes. These prices will not effect the growers who may haul their grapes to the winery from this time on, but all who have hauled grapes during the season at the \$4 and \$5 prices for strippings and wine grapes will receive the benefit of the raise and will be paid an additional \$1 per ton in cash. This is in accordance with the promise made by the Wests to the growers in the early part of the season.

The Mission Wine Company of Lodi has again changed ownership. Wilkinson Brothers have purchased the interests of Jacob Lucas, and they now control the entire business.

## The Brewers' Convention in Boston

**D**URING the latter part of the month of September the brewers of the United States held their fifty-second annual convention in Boston. The convention was in every way a success, and all those who attended it left Boston thoroughly satisfied with the work done by the United States Brewers' Association during the year, as borne testimony to by the many reports of committees rendered during the convention in Boston.

Although it occupied the space of not less than thirty-four large pages printed in fine type, the report of the Vigilance Committee was listened to with keen attention throughout. It was really the "voice of the man on the watchtower" for the brewers, being the report of a committee which has very closely watched the progress of all forms of liquor legislation and judicial decisions touching the traffic in beer, and it teemed with interesting items. For obvious reason the PACIFIC WINE AND SPIRIT REVIEW cannot print the report in full, but a careful abstract of its contents is as follows:

"A survey of political events throughout the country, involving the liquor question, is of uncommon interest and suggestiveness. A summary glance reveals that while our enemies have never been more active, results seem not to have been in proportion. This can not be due to any resistance of ours, but rather to the awakened sense of justice, the spirit of fairness innate in the American people.

"There were forty-two measures hostile to the liquor industry introduced into the legislature of Massachusetts during its last session, but only a few of them were passed. Bills to close saloons until 8:00 o'clock in the mornings and to prohibit the sale of liquor on Good Friday were defeated. A minor's bill making it a misdemeanor for minors over 17 years of age to misrepresent their ages in order to buy liquors was passed, as was also a bill making it a misdemeanor for any grown person to instigate a minor to secure an illegal sale. New Hampshire passed a bill to protect the licenses of those who go bankrupt against the loss of perishable stock. Connecticut made a law limiting the term of license to summer hotels to four months. No hostile legislation was enacted in New York, although the brewers were not in a position to expect much help there. Almost every large town in the State which had been dry repudiated prohibition and returned to the license system. In Pennsylvania a decision was rendered that all unlicensed sales of liquors under the guise of club institutions are unlawful. The pending revision of the Ohio State Constitution makes the Ohio situation one of peculiar interest. Seventeen proposals were made at the Columbus convention to amend the no license clause in the present constitution. The resolution finally passed provides in substance for mandatory license laws in wet territory, giving the municipalities power to limit the number of saloons to one for every 500 population and forbids licenses to aliens or persons of bad character. The Ohio Brewers' Association in convention at Cincinnati indorsed the measure. The Ohio Liquor League, composed of the best retailers in the State, enthusiastically indorsed the proposal. In Kentucky an amendment was passed making the possession of a United States special stamp tax prima facie evidence of guilt in the violation of local option laws. In Indiana the brewing industry has regained much of the ground lost under the county option law in 1908. Indiana brewers have devoted a great deal of time and money to a thorough cleaning up of the State. They ascertained that the population of the places now wet is 3,198,781, while the population of the dry territory is 704,809. The Anti-Saloon League resorted to many tricks in order to bring about the conditions adverse to the brewers, and took full advantage of the lack of initiative on the part of the brewers to defend themselves. After the pernicious legislation was passed the brewers discovered that they had neglected their interests and they have spent time and money to correct their mistake. If they had been vigilant in the first place they would not have needed to have spent so much time and money as they have spent, it being clearly shown that the majority of the State is on the side of liberality in dealing with the liquor business. Any way, the brewers have

never budged from the line of decency, as the Anti-Saloon League has, even if they have neglected their own cause, and the result will be that they will recover all that they lost. In Michigan after constant agitation by the drys during four years the score stands 48 wet and 35 dry counties as compared with 43 wet and 40 dry when the struggle began. The sentiment of the people is clearly shown by the fact that 1,987,702 people live in wet territory, while only 763,501 live in dry. The Michigan legislature prohibited the manipulation of saloons by the breweries. The Supreme Court of Michigan holds that breweries have no right to manufacture beer in a local option county even to preserve beer already made before local option went into effect. It also holds that it is unlawful for residents of dry counties to manufacture or sell wine or cider made from their own grapes or apples. Minnesota passed no liquor bills. The license losses were severely felt throughout the State. Iowa passed a law limiting the number of saloons to one for every 1,000 population. In South Dakota elections on the liquor question were very close, but in the majority of cases the towns voted adherence to the license system. Nebraska elections resulted in a distinct advantage to the license system. The courts enjoined the Union Pacific Railroad Company from serving alcoholic liquors on trains, and required that the company prevent all persons on trains from consuming alcoholic beverages. Idaho drys boast that they will make Idaho the first prohibition State west of the Rocky Mountains. Of the 27 counties 20 are dry, but Boise, the capital, at the last election voted 1,800 for the wets or 1,000 more than two years ago. Montana limited the number of licenses to one for every 500 people. In Utah many of the small towns voted dry, but all of the principal cities and the mining camps voted wet. In California the elections were in favor of the wets, but with a very small margin. The anti-treating ordinance was sustained by the Supreme Court of Washington, but the initiative and referendum are now to be resorted to to bring about a repeal. The law to prevent breweries from advancing money to retailers was declared unconstitutional in Washington."

Jacob Ruppert, Jr., was re-elected president and chairman of the Board of Trustees of the United States Brewers' Association. William Hamm of New York was elected first vice-president, Edward A. Schmidt of Philadelphia second vice-president, Gustav Pabst of Milwaukee third vice-president, and Anton C. G. Hupfel of New York City treasurer.

As a result of the convention it is clearly shown that during the past year the active work of the United States Brewers' Association has been extended in every department, and new work of a permanent character undertaken by the standing committees. Students of municipal government, publicists, journalists and professional men in the ranks of law and medicine, and even the ministry have come to recognize that the information gleaned by the brewers through their association activities is so arranged as to be available for ready reference in connection with every phase of the alcohol question, and is invaluable as a basis for co-operation on the part of all those who sincerely wish to eradicate evils and abolish abuses that may be found in the liquor traffic.

### ESTIMATE WORLD HOP CROP AND CONSUMPTION.

A leading hop house in London estimates the hop crop as follows: Germany 403,000 cwts., against 212,554 cwts. in 1911; Austria-Hungary 402,000 cwts., against 190,000 cwts. in 1911—an increase together of about 400,000 cwts. The result of the two countries together is 805,000 cwts., against a yearly consumption of 450,000 cwts. Consequently we have sufficient for the requirement of the lager beer breweries of the whole world, which is to be covered by our fine Bavarian and Bohemian sorts, leaving still a good quantity for the presumptive taking in stocks, which the cheap prices will invite. The world's crop will give a total of 1,775,000 cwts., against the consumption of hops of the world estimated at 1,700,000 cwts., but, nevertheless, taking all together, we shall pass the season with cheap, middling prices. A rise is excluded, but it may be that during the next months, when the chief portion of the crops has been sold, the prices for the absolutely scarce fine qualities will increase.

## Views of Business and Prospects

Mr. C. J. Wetmore of the Wetmore-Bowen Company, in speaking of the present state of business and the prospects, says: "We are now in the midst of the vintage at Cresta Blanca. While the crop of wine grapes has been very short, the Cresta Blanca output will be greater this year than it was last year. The white grapes of which we make the higher grades of Saunterne are all that could be desired and are in great abundance, assuring a larger output of Saunterne wines this year than before. Black grapes, while scarcer than last year, are good. We find the demand to be better than it was last year, and it will be no difficult matter to dispose of all the stock which we have ready for the market."

The Thomas W. Collins Company reports that business is very good and the prospects are that it will continue to improve. Goods are moving easily.

Business is especially good with the A. P. Hotaling Company. Old Kirk whisky, the classic product of this company, is moving very fast and transactions in all other lines are better than they have been at any time before during the year. Improvements over conditions of last year are very marked.

Reports from Rusconi, Fisher & Company are in keeping with the optimistic spirit prevailing everywhere. Their leader, Kennel Club Whisky, has been keeping up the pace for sales. While present conditions may be satisfactory, this firm expects to see them very greatly improved just as soon as construction work on the exposition commences.

The French-American Wine Company has found that the situation in the wine trade has been one of steady prosperity, without any spirits which might tend to excite those who are interested. Mr. Bernard, the president of the company, in an interview, said:

"The vintage at Ukiah has been very satisfactory. While the crop of grapes was short, we expect to have about 300,000 gallons of very good wine to show for the season. We have finished crushing and have been very well pleased with the grapes, all of which carried on an average 22 per cent of sugar. The prevailing price for grapes was about \$14 per ton, although in some cases we have paid \$16.50. The crop of grapes was about 60 per cent of normal. But they were of very good quality."

Mr. Cordes of Charles Meinecke & Company speaks very enthusiastically of the business conditions of the past month. "This period," says Mr. Cordes, "has been the most active in the history of the firm. Orders have come in so fast that we have run short of stock. This applies particularly to R. B. Hayden whiskies. Golden Wedding Rye has been a very fast seller, and White Horse Scotch whisky has been going very well. Business has been very much better than last year, and if it continues to improve as it has been doing during the past month real boom times will come."

The firm of A. Finke's Widow has been taken on the highest crest of the wave of good business. This firm reports improvements in every line. Orders have been coming in so fast that the employees have been working overtime trying to keep up with them. New territory has been opened up through the endeavors of salesmen in British Columbia and Canada, and the business with those countries has gone ahead very rapidly. Mr. W. F. Hazlett has been added to the staff of salesmen for San Francisco and Oakland.

One of the most reliable mediums for judging business conditions in general is the Brunswick-Balke-Collender Company. The experience of this company would indicate that business is steady and sure, with a decided tendency toward permanent improvement. During the past twelve months the company has fitted up fourteen of the finest saloons in the city of Sacramento. Besides saloons the company has fitted up many banks, stores and offices. Among the banks that have been fitted up by it are the Farmers' National at Sacramento and the First National at Pasadena. In San Francisco the Wells, Fargo and Nevada National Bank and the Union Trust Company have been fitted up by it, as well as the private office of Mr. James D. Phelan in the Phelan Building. The company has the largest wood-working factory west of Chicago, and it is located in San Francisco. It will be pleasing for Californians to know that all the bar fixtures and cabinet work done by this

company for the Pacific Coast is done at its factory at Twentieth and Harrison streets. At this place the company has a five-story and basement factory, which covers the entire block, and is equipped with the most modern machinery. Being so organized as to come in contact with business throughout the Pacific Coast, particularly California, when the Brunswick-Balke-Collender Company feels that conditions are favorable to continued improvement in all lines of trade it is safe to believe that they are so.

Mr. S. Federspiel, general manager of the Italian-Swiss Colony when interviewed by a representative of the PACIFIC WINE AND SPIRIT REVIEW, stated that orders are coming in fairly well, although the vintage is far from being finished. "The crop will be from 25 to 50 per cent short," Mr. Federspiel said, "and it is not known as yet whether the causes which contributed to the shortage will be conducive to good quality in the wine. The late rains did great damage in Sonoma county. In some cases the output will be diminished in consequence of the rains, but, considering the situation as a whole, it is quite possible that the production of wine will be as large as it was last year. The market is as favorable as it has been."

## ANOTHER CALIFORNIA TRIUMPH.

That the Italian-Swiss Colony's Golden State, Extra Dry Champagne is in every way equal to the imported article was conclusively demonstrated the other day at the Olympic Club, when Gus Eisen, possessor of broad acres of California vineyard and a man who should know better, announced to "Billy" Maguire that California could produce artists and athletes, fruit, honey and flowers, but that she could not produce good champagne.

Maguire opposed this proposition so strenuously that he backed his judgment with four bottles of champagne against a suit of clothes, and the club assembled. Bottles of imported Clicquot, White Seal, Mumm's and our California "Grand Prix" Golden State Champagne were brought from the Olympic Club's cellars and the labels removed. Secret marks told the referees which was which. Then Eisen undertook to taste the samples. The experiment was watched by C. H. Holbrook of the well known wholesale hardware concern; Theodore Bonnet, editor of "Town Talk," and H. A. Cohen, a capitalist, all of whom backed Maguire in his loyalty, and W. Elgin Travers, president of the local taxicab concern, who confessed to the opinion of Gus Eisen.

Mr. Eisen was blindfolded and four marked glasses of bubbling champagne were placed before him. He was asked to pick out the California champagne. He tasted the four samples carefully and then, without hesitation, declared that Mumm's was the home product.

"Wrong," he was told. "Try again."

This time he was sure that the Clicquot glass was the California product.

The glasses were mixed once more and he was given a last chance. This time he picked out White Seal, showing conclusively that the real Golden State tasted better to him than any of the others.

Mr. Travers was not willing to abide by the test, but said he was sure they could not fool him. Accordingly he was blindfolded and given a chance, and to the amazement of those present he immediately picked out the Golden State, Extra Dry.

Mr. Eisen was delighted, but the by-standers were by no means convinced. "Try again," they suggested, and he did try again. After tasting the four, he picked out first the White Seal, then Mumm's and finally the Golden State, Extra Dry, showing that his first selection before had merely been an accident.

After this test, all those present tasted the wines with their eyes wide open and they unanimously agreed that in aroma, bouquet, flavor and color, the Golden State, Extra Dry, held its own with the three foreign champagnes. Even Mr. Eisen and Mr. Travers were forced to concur.

In the meantime, Mr. Maguire has a suit of clothes coming to him, and it is doubtful if Mr. Eisen will ever again risk his reputation as a connoisseur and attempt, blindfolded, to tell the difference between our excellent home product and the foreign article.



## THE ART OF DRINKING FINE WINES.

In the first place, should wine be decanted or served in its own bottle? If the wine is bright and the deposit firm, decanting is unnecessary. If it is not, the bottle should be allowed to rest, standing up, so as to get the deposit to the bottom, and thus permit the wine to be poured off bright to the last glass.

Decanting becomes essential when the deposit is loose, or viscous, but it must be added that this last-mentioned condition generally means that all is not right with the wine, and that its keeping qualities should be called in question.

On the other hand, if the scintillations of a cut-glass decanter harmonize more with the get-up of a well-served table, an old and dusty bottle has equally its dignity and charm, especially if presented in a wine basket, yellow with age.

From another point of view, many old wines are so easily oxidized that it is only necessary to decant or leave them uncorked for them to be disagreeably affected. In such cases it is obvious that they must not only be served direct from the bottle, but must be consumed as rapidly as possible. Conversely, some other wines actually gain by being exposed to the air, their bouquet coming out in this way. These may be exceptions, but they nevertheless exist, and decanting in such instances is certainly to be recommended.

Again, should the announcement of the wines be limited to the menu, or should they be mentioned when being poured out? There is a risk, in the middle of the table talk, of letting the quality of the "crus" pass unnoticed. Before pouring the wine out it is well to draw attention, in a few words, to its characteristics, so that the guests are in a better position to appreciate the resulting sensations. And, from this viewpoint, as we have elsewhere remarked, "Is it not a mistake to decant old bottles, dignified by their quaint shape, long neck, and their sides covered by the dust of years?" Ought we to deprive our friends of the dramatic effect of the introduction of the old wine? The reiterated instructions to the butler to be "very careful," the entry of the wine in its wicker or artistic metal cradle, the gravity of the maitre de maison, carefully pouring out the contents of the precious flask, showing with much satisfaction the deeply-stained cork, then raising the glass to the eye, contemplating it lovingly, and lastly, tasting it, with half-closed eyes, before inducing his companions into the pleasures of the wondrous wine he will pour out for them?

The surroundings, even the medium, have they not also an influence upon our impressions? Would a grand vin be as much appreciated if poured from an earthenware jug into a tin mug, or thick glass, in the middle of the gathering of farm hands, as when presented in the course of a well-ordered repast, in a room harmoniously designed and amongst witty and lively companions?

It is the fineness of the glass and its crystal facets that, by the play of light, bring out the full amber of color of the white wines and the ruby tints of the red. The glass should be formed like a chalice, rather wide at the top, in order that the bouquet might equally charm by being easily diffused through a slight agitation of the wine.

How should wine be tasted? The glass should not be held in the ordinary fashion, but the foot resting on the curved index finger, the thumb keeping it vertical. A light rotary movement should be given to it, so that, half filled, the interior should present a large surface of evaporation. Your real wine-taster tastes, perhaps, more by smell than by the mouth. He attentively follows the development of the bouquet and afterwards does not drink; he sips small mouthfuls, analyzing the different sensations received. There is also an art in drinking, which is very rapidly acquired by example, and which is one of the tasks incumbent upon the master of the house to give discreetly. Let us add it is also necessary to have a little practice, but at the same time it is, from its nature, most agreeable. Judge this by the following sketch, so finely drawn by Luchet: "See that old Burgundian take a wide glass, warm it paternally in his two hands, pour in it a little wine, shake it, hold it to the light (to make sure of its brilliancy), smell it

piously, lovingly, lastly drinking it little by little, in tasting and retasting it, like the bird drinks!"

To sum up, it will be seen that if a little experience is indispensable, a knowledge of scientific fact is also not entirely useless in the art of drinking wines. We cannot conclude better—without straying from the subject and evoking the psychological action of good wines—than to point out their favorable influence on the mind, as given by the following quotation from Antony Real, in his work on *Les Grands Vins*: "The Grands Vins play a preponderating role in social relations. They will always be a link between people of good breeding. How many pleasant hours we owe to them? Under their soothing influence the soul expands to the most generous sentiments, the mind becomes more subtle, speech more eloquent. They possess the gift of developing the refinements of taste and of spiritualizing the pleasure of the table." —L. Mathieu (Director of the Oenological Station at Beaune), in *L'Informateur*.

**Busch Making Purchases in Southern California.**—Adolphus Busch, the brewer, is increasing his holdings very largely in Pasadena and Venice. His latest acquisition has been the site of the old Decatur Hotel at Venice. This purchase has been made through his agent, Ernest H. Lockwood, and the price paid is \$215,000. The property comprises an entire block in the very heart of Venice. It has a frontage of 215 feet and extends from the street back to the Speedway, a distance of 100 feet. The ruins of the old building are to be cleared away and a handsome hotel of seven or eight stories will be built on the site. The proposed building will be the finest in Venice. At the same time that this purchase was made the millionaire brewer bought a block of ground on Albion street, between Sixteenth and Seventeenth streets, in Los Angeles for \$50,000. This block adjoins the depot of the Anheuser Busch Brewing Company. Along with the purchases which he made in Pasadena since last winter the new properties acquired by him bring the total purchase which he has made in Southern California during the past ten months up to \$600,000. When the investment is completed by the erection of buildings, Mr. Busch will have placed over \$2,000,000 in his new ventures.

**Topazor**

The White Wine

**Nectarubi**

The Red Wine

THE PERFECTION OF CALIFORNIA TABLE WINES



ESTABLISHED IN 1880 INCORPORATED IN 1906

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WINDSOR WINERY, SONOMA CO.

Office and Salesrooms:  
549 WASHINGTON STREET **San Francisco**

# PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VINICULTURE.

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## PROSPERITY IS HERE.

PROSPERITY is here, and instead of chewing the cud of politics the country should be rejoicing that the factories and mills are working overtime, freight cars moving with capacity loads, and the earth giving up, in generous proportions, the necessities of life.

The glowing predictions of the Department of Agriculture as to the size of the crops are more than fulfilled. The forecasts of the department invariably fall short, instead of being excessive. Already the railroads are overburdened with freight from the manufacturing centers to all the cities and from the agricultural regions to the great consuming sections.

So heavy is the freight that evidences the greatest era of prosperity of the present decade that the railroads are requesting shippers to load and unload cars promptly, and to fill them full, in order to aid in preventing, if possible, the almost inevitable congestion.

There are at present approximately 27,000 employees engaged on the rush order of the Pennsylvania Railroad to put all cars and locomotives in proper condition and get them out on the road so that patrons can have the advantage of their use. In the midst of this prosperity no man who really wants to work can complain of the lack of opportunity. The Pittsburgh steel mills, booked to capacity for the first quarter of 1913, are sending out frantic calls for labor. Thousands of extra men would be utilized in Pennsylvania if they could be had.

The signing of the Democratic tariff bills by President Taft might have halted this era of prosperity, but he refused to sign them, and the cry that the tariff does not protect the workingman as well as the employer is now shown to be an utter fallacy. Every man who wants to work can find it in the United States, while according to Keir Hardie, one-third of the workingmen are facing starvation in free-trade England.

Not only within our own borders, but in foreign countries, our products are being sold with better profits than ever before. The consular reports show that iron and steel manufactures are now being exported at the rate of \$1,000,000 a day. The total of iron and steel exports never reached the \$100,000,000 mark prior to the year 1900, but this year it will easily cross the \$300,000,000 line. This means that more American workingmen are employed in those industries than at any other time in the country's history, and that their wages have been protected.

## A ONE-SIDED LAW.

THE injustice of the Wyllie Local Option Law is again emphasized in the county initiative election which is to take place in Lake County on November 5th, when three supervisorial districts that voted wet within the past year will be forced to vote over again to satisfy the Anti-Saloon League, which never ceases agitating until they have clubbed the people into their way of thinking.

It is an outrage that election after election should be forced on communities that have already expressed their desire to remain wet, under the local option law.

If the dries have no respect for that law, why not abolish it? For why should there now be a special law for popular votes on the liquor question as distinguished from any other question? At the time the Wyllie act was adopted (and similarly in other States where liquor local option laws have been adopted) there was no general provision for popular votes through the initiative and referendum. Since these methods of direct legislation are now in complete operation throughout our State, the people have the right to decide by any vote any question of legislation, and "local option" is now secured to them on every question. Why then increase the expense of elections by a special law for a liquor initiative? This is all the Wyllie Local Option Law really is.

The question is pertinent, particularly in view of the fact that the Wyllie act is being used by the prohibitionists as an additional chance at a popular vote, which if adverse to them merely throws them back on the initiative for another election on practically the same question, while if favorable to them they are thereby enabled to prevent the "wets" from calling for initiative or any other votes on the same subject. Elections are expensive, and as the initiative elections cover the same ground as the local option elections with the added advantage that the initiative elections are fair to both sides, since their results are enforced and the question set at rest no matter what side wins, it is clear that the Wyllie act is an altogether unnecessary and oppressive burden on the taxpayer.

## KENYON BILL DENOUNCED.

At the convention of the Iowa District of the Evangelical Lutheran Synod of Missouri, resolutions vigorously denouncing the Kenyon bill, that has been favorably reported in the United States Senate, and is on the calendar for action on December 16th next, were adopted. The basis of opposition to the Kenyon bill by the Synod is that its churches believe in the Bible, as it is written, and, therefore, use wine in celebrating the Sacrament of the Lord's Supper, and that, if the Kenyon bill is adopted, it would prevent the receipt of wine by churches in prohibition territory. Of course, on its face, the Kenyon bill would not have this effect, as it says that it is aimed at interstate shipments of alcoholic liquors intended to be used in violation of law, and the use of wine by a church cannot be construed as any violation of the law. But, nevertheless, any interstate shipment of alcoholic liquor could be held up and delayed, if some fanatic took it upon himself to file the necessary allegation that the liquor so shipped was intended to be used in violation of the law, and, in a case of this kind, the church officials would not only have to suffer the inconvenience and delay, but would be forced to go into court to prove that they did not intend to use the liquor in violation of law, but that it was to be used for a lawful purpose. Some of the advocates of the Kenyon bill may claim that this is an extreme case, hardly probable of happening, but, nevertheless, any one cognizant of the methods and doings of the Anti-Saloon League knows that there is no set of circumstances too extreme for them to resort to in an effort to make a showing for themselves, and to create prejudice against the liquor interests. It also shows, allowing for the sake of argument that the Kenyon bill would be held constitutional, how extremely drastic and un-American it is in its terms and what a measure of oppression it could be made.—Louisville Bulletin.

### DEMORALIZING EFFECTS OF PROHIBITION.

THE purpose of prohibition is to stop drinking and drunkenness. If it accomplished that, it would be the fixed and permanent law of every civilized community on earth. If it even decreased the abuse of liquor, no community would ever abandon it. Yet it has been abandoned as worse than useless by thousands in States, counties, cities, towns and districts in the United States. Why?

The people of those communities are just as moral, just as clean, as earnest, and as decent as those of any other community. Why, after voting in prohibition, have they voted it out?

Because they found that it was a farce, a failure and a fraud.

Does California want what New Hampshire, Vermont, Massachusetts, Connecticut, Rhode Island, Ohio, Michigan, Illinois, Iowa, Nebraska, South Dakota, Indiana and New York long ago discarded?

All experience proves that liquor will be used, laws against it to the contrary notwithstanding. Its use may be called a crime, through passing a law, but men do not regard it so. Prohibition breeds perjury, it breeds wholesale, widespread contempt for law. It harms the whole community. It harms the individual. It puts the sale of liquor into the hands of the criminals, men willing to break the law. Such men do not hesitate to sell to boys. The risk is no greater than selling to grown men. The man who holds a license knows he will lose it and suffer a penalty besides if he sells to a minor, but the prohibitionists blind pigger has no license nor any self respect to lose.

If anyone doubts the assertion that blind pigs may always be found in the shadow of prohibition, all he has to do is to read the papers of the towns in California that have gone dry during the past year.

In a few places an honest effort has been made to enforce the Wyllie local option law, but in the majority of cases the officers have winked at the illicit sale of alcoholic liquors or laughed in their sleeves when a jury refused to convict a bootlegger or the judge let him off with a light fine or sentence.

A few weeks ago, in Hanford, the city and county officers, special deputies and two imported detectives, swooped down on thirteen blind-pigs operating in that city. One of the most flagrant of the violation cases was a clothing store within twenty-five feet of the City Hall. It is said that after the raid the front office of the county jail, where the confiscated goods was brought, resembled in appearance the smell of a sample room of a wholesale liquor store.

The City of Visalia has had several productive raids since last August, when wholesale arrests were made. Recently some detectives were employed to ferret out blind-pigs the officials knew were dispensing liquor, and five arrests were made, two being well-known druggists.

Every now and then we read that Woodland has had a raid and landed all kinds of blind-pigs. On October 18th two more were unearthed, and it is said that more could be found if a very hard search were made.

It seems a shame to have to chronicle the fact that Riverside, one of the pet dry cities of the Anti-Saloon League, is bubbling over with wrath at the exposure of some blind-pigs in that prohibition city. The present mayor has been enforcing the prohibition ordinance and has been doing so in very drastic manner. Drug stores and hotels have been raided. Stool pigeons are said to have been freely used. When the law came down with a terrific whack upon a fashionable club, the mayor became disliked in certain quarters and a movement to recall him was started. His opponents profess to favor the enforcement of the law, but complain that the mayor has been enforcing it in an ungentlemanly manner, by which they presumably mean that the mayor or his minions have ruthlessly hurt the feelings of some of the law-breakers. Precisely how he could perform his duty without harrowing their sensitive souls is not apparent.

Long Beach is another saloonless city that has been much praised by the Anti-Saloon League and yet, according to the annual report of the Long Beach police department recently made public, nearly one-half of all cases of arrest were for drunkenness. During the year there were 1,067 arrests, of which 505, or 47 per

cent, were for drunkenness, with 127 arrests for violation of the traffic ordinance.

Which goes to prove that prohibition is based on the fundamentally unsound principle, that force without conviction can compel public morality.

### OAKLAND AND VICINITY.

The Marin Avenue Church has become tired of praying for rain and is now praying for everything else that is likely to conduce to the general dryness. At the last trustee meeting a license to sell liquor was granted to C. H. Miller after he had had a great deal of unnecessary trouble. The Marin avenue congregation remonstrated against the liquor license on the grounds that eight saloons are enough for the town. To cap the climax a prayer meeting was held and prayer was offered that the four trustees who had voted for the latest license might speedily lose their positions and that the lone trustee who had voted against the license might enjoy good fortune, the support of the people and the blessing of God. They also prayed that the saloonkeeper might lose all his money in his new business. It is difficult to see where the Christian spirit has mixed with the conduct of the church people.

In Richmond on the night of October 3rd the California Wine Association entertained 125 European chemists and engineers who are making a 12,000 mile tour of the United States. These professional men visited the Standard Oil Works at Richmond October 1 and on October 3 crossed the bay from San Francisco for the express purpose of inspecting the great winery of the association and study the manufacturing processes. A big banquet was served to the foreign notables at the Winehaven Inn after the wine production was thoroughly inspected and explained. The guests went back to San Francisco much impressed with what they saw and learned by comparing European and American methods of handling the juice of the grape.

Benicia people are taking a great deal of interest in the campaign for wet or dry, which is being waged in the First and Third Districts. Eleven saloons will be affected by the decision of the votes at the coming general election. It is generally believed that the wets will win.

Wine grapes in the vicinity of Martinez are bringing very good prices, from \$20 to \$21 per ton being offered for them. Contra Costa grapes always bring far better prices than the grapes in the San Joaquin country, because of their superior quality. In the adjoining counties the prices are exceedingly low.

Mrs. J. P. Smith has shipped four carloads of wine during the past two weeks from Olivina to New York.

The members of the Merchants' Exchange of Oakland made their annual excursion to Napa on the 20th of October. There were fifty persons in the trip altogether. They left Oakland at 8:00 a. m. and arrived in Napa at 10:00 a. m. They took automobiles to the different vineyards and had lunch at the vineyard of Theodore Gier.

There is no doubt that the Anti-Saloon League is very busy at Berkeley. They are lending every aid toward making the town of Albany dry. Unless the saloonkeepers from elsewhere help those in Albany the drys may secure a victory. Albany saloonkeepers may be able to hold their own against the drys of the town, but when outsiders of the savage nature of the Berkeley drys enter into a fight, which is not really theirs, the Albany saloon men are going to suffer. There should be some aid from them from the outside to make the fight fair.

### BIG SHIPMENT OF CRESTA BLANCA.

The Wetmore-Bowen Company filled an order for a carload of bottled wine in record time. The order called for 550 cases and had to be filled in the short space of three days. This meant the filling of 9,000 bottles. Three hundred cases were of the famous sparkling wines of this company which are making a big hit in New York. This shipment was preceded by a carload lot on the previous week, which went to the company's office in Chicago. C. J. Wetmore believes these shipments are forerunners of a tremendous business during the holiday months.—Livermore Herald.



## LOUISVILLE DEPARTMENT

G. D. CRAIN, JR., REGULAR CORRESPONDENT  
305 KELLER BUILDING LOUISVILLE, KENTUCKY



BY the time that this issue of the REVIEW reaches its readers, the active operating season of 1912-13 will be near at hand in the liquor trade of Kentucky. At the time of writing the distillers are on the qui vive. Everything is in readiness with the producers, and the appearance of new corn in the market will signalize the commencement of the busy season.

For the past month or more, however, the trade has not been sluggish in any sense of the word. The chief business of the distillers during this time has been one of selling. The result is that withdrawals from bond during the past six weeks are said to have been greater than ever before in the history of the trade during the corresponding season. It is such runs as this that make for a well-balanced market, with scant surplusage at the end of the year when millions of gallons have been produced. Last year about 38,000,000 gallons of whisky were withdrawn from bond and sold for immediate consumption. This season, it is promised, there will be a healthy increase over the 1911 aggregate. The withdrawals constitute an accurate index of the general condition, as well as of the actual amount of trade.

The big selling business on with the distillers at present is attributable to brisk demand traceable, in turn, to a year featured by cool weather. Jobbing and retail stocks seem to be depleted beyond the possibility of replenishing, although, of course, this possibility is eminently practicable. The distillers are setting about meeting the demand in ship-shape fashion. More than one hundred traveling men representing the Louisville trade are now combing every portion of the States for orders, and their efforts have been rewarded handsomely. Although fall and winter are the best seasons for the whisky man, so far as stimulated consumption is concerned, the past spring and summer, because of cool weather, have been robbed of their terrors and are rated as the best selling seasons of their class that the Gateway City liquor interests have ever known.

New corn will scarcely be available in quantities before the middle of December or the first of January. It will be then that distilling for the active season will assume full swing, to continue until April or May, 1913. It is reasonable to assume that Blue-grass plants will open under steam shortly after the first of December. A small quantity of old grain is on hand now, and will provide a nucleus for the early season's operations, so that everything will be in perfect working order by the time that the season itself is in full blast.

The corn crop of 1912, which is the biggest in recent years in the United States, promises much for Kentucky distillers. Primarily, its size means that distiller's grain will hold at moderate prices during the winter. Between 35,000,000 and 40,000,000 gallons of whisky will be made during the coming season, the distillers believe. Secondly, a bumper corn crop will further demolish the empty argument advanced by the Prohibition interests not long ago to the effect that the operations of the whisky men, consuming so much corn, were responsible for the high cost of living, taking away feedstuffs which might otherwise have produced cattle and hogs for the market at much lower cost. The prohibitionists declared that something like one-third of the corn produced in the United States was consumed annually in distilling, and despite the evident absurdity of this assertion, it was widely heralded by careless newspapers on the lookout for a high-cost-of-living goat to hold in bondage. The big corn crop of 1912 is of size sufficient for the distillers to make as much whisky as they can, without in the least disturbing the food supply. Incidentally, a lower cost of living because of cheaper foodstuffs will put the distillers in a position to do more business.

A phase of the transportation question which is interesting the Kentucky whisky trade extremely is the improvement of the Ohio river, one of the big inland waterways which the Government has taken under its supervision, with the view of developing it into a genuinely practicable artery of traffic. The Federal authorities

plan to improve the stream so that there will be a nine-foot stage of water every day in the year from Pittsburg, at its head, to Cairo, Ill., at its foot. This stage has already been insured from Pittsburg to Louisville through the construction of Government dams costing millions of dollars and the improvement for the lower Ohio is rapidly being insured. Inasmuch as the Louisville whisky trade transacts so much business with Cincinnati, O., and the intervening up-river points, and with Cairo, Hickman, Paducah and the down-river ports, including Tennessee cities on the Mississippi and points directly across n Missouri and Arkansas, which constitute the distributing centers for the entire Southwest, the improvement of the Ohio is of prime importance to them. A revival of steam-boating along modern lines will mean thousands of dollars saved in freight charges every year.

In short hauls, furthermore, the distillers declare that it is equally as practicable to ship by water as by rail, both in points of speed and economy. A prominent Louisville distiller pointed out to the REVIEW correspondent that a big shipment of goods, either barreled or bottled, can go by boat from Louisville to Cincinnati in a single night, whereas freight by rail between these points requires at least twenty-four hours' time and oftentimes longer nowadays, when the car shortage is so stringent and when newly-adjusted car service rules enforce all sorts of provisions for notice before shipping or unloading at both ends of the line. "Just put it down that the Government cannot hasten the improvement of inland waterways too rapidly to please the trade of this section," said the distiller who was interviewed. "The only difference between the two classes of traffic is that, when your goods goes by water, it is not insured as it is when on the rail, but there are very few steamboat accidents nowadays and there is little risk even on non-insured shipments."

The first meeting of the Louisville whisky trade, including the distillers and jobbers, will be called within thirty days. The whisky merchants are determined to resume their last year's practice of meeting weekly at a trade luncheon to discuss general business conditions and to promote the best interests of the local market in every possible fashion.

Richard E. Wathen, president of R. E. Wathen & Company, and president of the Kentucky Distillers' & Wholesale Liquor Dealers' Association, has returned from Chicago, Ill., where he chaperoned a big party of amateur ball-players to witness the "Little World's Series" between the White Sox and the Cubs for the baseball championship of the Windy City. The team which constituted Mr. Wathen's party represented the Old Grand-Dad Distillery Company, a corporation controlled by the Wathen interests. The Old Grand-Dads won the amateur championship of the Falls Cities and in token of their esteem, R. E. Wathen & Company took their diamond representatives to see the Peerless Leader pitted against Jimmy Callahan.

That what is alleged to have been an over-production of whisky in Kentucky during 1911 and 1912 is not to be feared, and that all danger from this source may be avoided by the trade in 1913 is the statement of Morris F. Westheimer of Cincinnati, O., a prominent distiller and well-known in Louisville liquor circles. "The alleged over-productions of '11 and '12 can do no harm, provided there is no over-production in '13," said Mr. Westheimer not long ago. "The excesses of the last two years will take care of all shortage in previous inspections, leaving a small surplus. The surplus is composed partly of Tennessee whisky, or what is known as corn whisky, and partly of Bourbons that have little standing or demand, and which will ultimately be used instead of spirits or quick-maturing whisky. If the jobber will refuse to purchase any of the 1913 crop, except such as he is absolutely sure to use in his own business, and then only provided the distiller will guarantee to make no 1913 whisky in excess of the amount provided for in his contracts, not exceeding the average withdrawals of 1912, the situation will be safe." Mr. Westheimer's theory has been received with interest in the Kentucky trade, which desires above all else to guard against the danger of an overloaded market.



Marion E. Taylor, senior member of the well-known local distilling firm of Wright & Taylor, has returned from Indianapolis, Ind., where he attended the Fourth National Conservation Congress as a delegate representing Louisville. Mr. Taylor and several other prominent local business men were appointed by George L. Danforth, president of the Board of Trade, to represent Louisville in the Congress. The well-known Main street distiller has only recently returned to Louisville after a year's absence, having girdled the globe during a twelve-months' tour with Mrs. Taylor.

The old Crab Orchard distillery, formerly owned by the Crab Orchard Distilling Company of Louisville, has been sold. The plant, which is located at Crab Orchard, Ky., about forty miles from Louisville, has been taken over by a syndicate of Chicago business men, whose names are withheld for the time being. The Fidelity Trust Company of Louisville, representing the creditors of the distilling concern, which was forced into bankruptcy a short time ago, engineered the sale of the Crab Orchard property and the legal end of the transaction was in the hands of Attorneys McDermott and Ray. The Crab Orchard distillery is one of the oldest and best known in this section of the State. An announcement by its new owners is to the effect that it will be completely renovated and put into operation once more.

The Meyer Liquor Company of Louisville has been incorporated to engage in the business of wholesaling and retailing whiskeys, wines and other liquors. The company is capitalized at \$10,000, divided into shares of \$10 each, with a maximum debt limit of \$10,000. The incorporators are L. E. Meyer, E. L. Meyer, B. M. Meyer and others.

When appraisers in the employ of the Clark Circuit Court of New Albany, Ind., started in to list the effects of Mrs. Mary Elizabeth Cannon, deceased, of that city, a short time ago they discovered a bottle of rare old home-made grape wine in a musty corner of the basement. The beverage was of the vintage of 1858, as was attested by a faded blue ribbon around its neck, showing that it had been awarded first prize at the Indiana State Fair in that year. The wine is considered to be the oldest domestic vintage in this section of the country.

The General Council of Lexington, Ky., has reconsidered its recent action to extend the city limits of Lexington, Ky., so that the distilleries of the J. E. Pepper Distilling Company might be included. When the Council decided upon this move a short time ago the Fayette county distillers took exception to it and declared that they would not submit to municipal taxation in such an event. The matter was taken to the courts, and the ordinance authorizing the extension of Lexington's city limits simply to include the whisky plant was declared void.

Articles of incorporation have been filed by the T. H. Haynes Distilling Company of Middlesboro, Ky. The new Middlesboro liquor concern is capitalized at \$30,000. T. H. Haynes, J. F. Laval and J. C. Ray are its incorporators.

A battery of high pressure boilers, 72 by 18 inches in dimension, has been added to the power plant of the Clear Spring Distillery Company of Bourbon, Ky. The Bourbon plant is now in ship-shape condition for one of the busiest operating seasons it has ever known in a long and prosperous history.

A number of improvements, including the installation of a couple of additional boilers, have been made by the W. H. Head Distilling Company of Raywick, Ky., in anticipation of a banner season.

The last of a series of whisky storage tax suits, commenced by the Commonwealth of Kentucky against distillers of this State, is about to be compromised at Frankfort, Ky., in the Franklin Circuit Court. When the Kentucky Distilleries and Warehouse Company had its headquarters in Frankfort it collected a large amount of storage on whisky stored in its many warehouses. When storage tax suits were filed by the commonwealth against a number of Kentucky distillers, the City of Frankfort sued the warehouse company for a back tax upon the goods held in the capital. The suit has dragged for years until it is now about to be compromised, for a consideration which is said to be between \$10,000 and \$15,000.

### "GREAT AUK'S HEAD" IN WORLD-WIDE DEMAND.

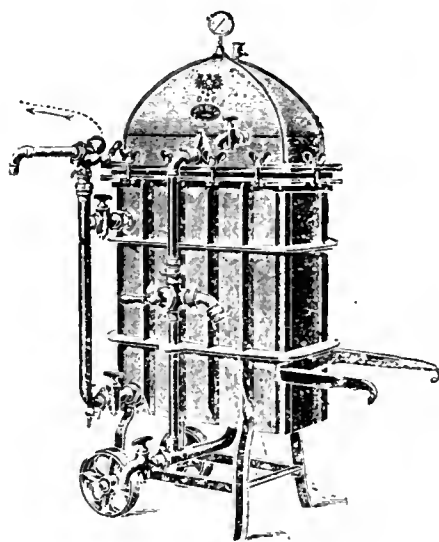
WE have received from Messrs. W. A. Ross & Bros., Ltd., Liverpool, England, a booklet containing a description of their works, and the announcement of a further extension to their premises to accommodate the great growing demand for the "Gt. Auk's Head" Bass's Ale and Guinness's Stout. In speaking of the extension, Messrs. Ross & Bros. say:

"Our business has grown so rapidly that it has been necessary to enlarge our premises no less than three times in the last six years and the latest addition is one of fifty per cent of floor space. This growth is directly due to our intimate knowledge of the requirements of the various markets to which we ship and to the care taken that these requirements shall be satisfied. We think that no testimony could be more convincing as to the high quality of 'Gt. Auk's Head' bottling of Bass's ale and Guinness's stout, and it is gratifying alike to our customers and ourselves to record the rapid increase in the demand for which the maintenance of this quality is responsible."

We also received from Messrs. Ross & Bro. a "Gt. Auk's Head" map of Ireland, which is very complete and convenient for reference.

### GABILAN VINEYARD'S FIRST VINTAGE.

Dr. Ohrwald, proprietor of the Gabilan Vineyard in San Benito County, has just completed the gathering of the first crop of grapes from his fine four-year-old 110-acre vineyard. Mr. Ohrwald has built an excellent cellar and equipped it with all up-to-date improvements for crushing and the maturing of wine. The initial vintage promises the best of results.



## The Asbestos Filters

Of

**Theo Seitz, Kreuznach, Germany**

In conjunction with Specially Prepared, Chemically  
Pure Asbestos

are used all over the World for the brilliant clarification of  
Wines and Liquors

They are accompanied by noiseless Electro-Motor and  
other Pumps of very fine make.

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### THE NATIONAL BREWING COMPANY'S FINE PLANT.

EVER since 1860, when the National Brewing Company initiated the brewing of lager beer in San Francisco the company has kept the pace with the great brewing industry that has grown up around the bay. About eighteen months ago the brewery at Fulton and Webster streets was equipped with the latest and best machinery for bottling, and since that time the capacity of the bottling works has been taxed to supply the demand. At present the capacity is 125 barrels per day, and it frequently happens that the entire output of the plant is sold out, leaving the brewery with only the reserve stock on hand.

In handling the bottles the utmost care is taken. For cleaning purposes every bottle passes three times through a solution of caustic soda and afterward three times through fresh water, being filled, rinsed and brushed six times during the process. After the final feature of the cleaning is gone through the bottle is filled with the beer, capped and subjected to intense steam heat in the pasteurizing machine. The steaming process is done automatically at the proper temperature and afterward the bottle is passed on to the labeling machine. After being labeled it is conveyed by belt so as to come under the observation of an expert at examining and testing. The bottle passes under an electric light in such a way that the expert can immediately detect anything that looks like foreign substance in it. When any spot or blemish is noted the bottle is set aside. As showing how close the scrutiny is it may be stated that in an entire day about eight or ten bottles are set aside and the faults found with them are such that only the expert could detect them. When it is considered that in an entire day only eight or ten bottles are found to not pass inspection an idea of the perfection of the cleaning process may be conceived.

Throughout the establishment labor-saving devices based on the utilization of gravity have been installed. When bottles arrive on the wagons from the street they are placed on a gravity conveyor which conducts them to the caustic soda machine. The empty cases are conveyed to the upper story as the empty bottles descend to the lowest floor of the building. After the bottles have made their journey through the cleaning, brushing, filling, pasteurizing, capping and labeling machines they arrive by conveyor in the store-room where the empty cases are and there are set in the cases. From thence they descend by conveyor to the floor below where they may be stacked or guided directly into the chute through which they find their way into the wagons on the street. Ever since its installation the conveyor system has operated to perfection. There have been no breakages or losses of time due to it.

The National Brewing Company produces three beverages of the highest quality, namely, the famous National lager, the Muenchner, a very select dark beer, and National porter. While the sale of the National brand is far in advance of the other two, the Muenchner appeals to those who have a fastidious taste and the porter, which contains all the ingredients that have made Guinness's renowned, is distinguished by a mild flavor which should suit those who demand the health-giving qualities of porter.

**News Note from Modesto, Russia (?)**.—Albert Didney and Andrew Christiansen were arrested on the 15th of October in Modesto by the chief of police and an officer of the law. They were taken before the justice of the peace and charged with having liquor in their possession. They pleaded guilty and were sentenced to twenty-five days in jail. The W. C. T. U. regard the event as a great moral victory.

### ABSINTHE PRICES JUMP UP.

Since October 1st those persons who have become addicted to the use of absinthe, green or white, will find that the price of a pony glass has already jumped from 15c and 25c to 40c and 50c, and before long will doubtless be doubled. The importation of it and carriage in interstate commerce was stopped by the Federal Government. This action follows the decision of the Department of Agriculture as reported on July 12 last.

The department bans absinthe on two grounds, that the pure food laws forbid the importation of any food or drug which is "of a kind forbidden entry or forbidden to be sold or restricted in sale in the country in which it is made or from which it is exported," and of any food which is "otherwise dangerous to the health of the people of the United States."

It is said that the sale of absinthe in this country has never been large. The entire amount of that liquor brought into the United States is estimated at 25,000 cases a year. Most of this has been consumed in the manufacture of various cocktails, comparatively little of it being drunk without other ingredients.

With the tariff at \$8.50 a case the Government will lose \$212,500 in duties. The cost of the liquor to the importer has been about \$5 a case in bond.

### THE WORLD'S PRODUCTION OF BEER.

According to the usual statistical statement published by Gambrinus (Vienna), the total production of beer throughout the world in 1911 was 326,958,768 hectolitres, as compared with 302,977,046 hectolitres in 1910—an increase of 23,981,722, or 7.8 per cent. The number of breweries in 1911 is stated to be 27,935, as compared with 29,292 in 1910, a decrease of 1,357. The taxation levied and collected is estimated to amount to some \$290,000,000, while nearly 9,000,000 tons of malt were consumed and over 2,000,000 cwts. of hops. Our contemporary estimates that the production of hops in 1911 was nearly 800,000 cwts. less than the quantity used. The following are the principal countries dealt with, arranged in order of merit as regards their production of beer:

	Hectolitres	Breweries
United States .....	74,262,000	from 1,524
German Empire .....	65,088,000	" 12,009
United Kingdom .....	58,813,000	" 4,226
Austria-Hungary .....	25,570,000	" 1,240
France .....	17,942,000	" 3,263
Belgium .....	16,500,000	" 3,336
Russia .....	10,100,000	" 354
Switzerland .....	2,900,000	" 160
Sweden .....	2,900,000	" 220
Denmark .....	2,800,000	" 340
Holland .....	1,950,000	" 460
Australia, etc. ....	18,000,000	" 576

The last named apparently includes South America and other countries. The aggregate increase is fairly evenly spread, though the produce of the United Kingdom has risen about twice the extent of that of Germany. The largest proportional increase is shown by France, where the popularity of beer is rapidly rising, the 1911 figures being 2½ million hectolitres above those for 1910. France thus takes fifth place in the list, which had hitherto belonged to Belgium. The production last year in Belgium, however, is still half a million hectolitres greater than in 1910. Russia, too, exhibits a good increase, but Denmark has suffered a distinct drop.

**Ballot Questions Unconstitutional.**—The Los Angeles District Court of Appeal has been called upon to decide whether or not it is constitutional to place the following questions on ballots: "Shall wholesale and retail liquor dealers' licenses be granted in this precinct?; shall winery keepers' licenses be granted?; shall hotel and restaurant licenses and licenses for billiard rooms be granted in the precinct?" It is alleged that the placing of such questions on the sample ballots is unlawful and a breach of the letter and spirit of the initiative and referendum act and the constitutional amendment adopted by the people a year ago. The petitioner in the case is Ralph H. Brown. He alleges that the county clerk of Los Angeles county intends to prepare all sample ballots to be mailed with the questions.

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FRATELLI BRANCA  
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San Francisco, Cal.

P. W. Wobber, Proprietor



### A SWEET REVENGE.

Richard J. Oglesby was one of the most famous characters who ever lived in the State of Illinois. He was three times Governor of the State and belonged to the Lincoln school of politicians.

"Uncle Dick," as he was familiarly known, was exceedingly popular with all classes and retained his hold on the affections of the people of Illinois until the day of his death. He had a fondness for good whisky, and that fact was known to all his friends.

According to William A. Rodenberg, Representative from Illinois, Uncle Dick was always in demand during campaign times as he was easily the most effective stump speaker of his day. Whenever Uncle Dick appeared in any town to make a speech the committee on entertainment never failed to have a decanter full of mellow whisky and a pitcher of ice water placed in the room which he occupied during his stay.

In the campaign of 1892 when Private Joe Fifer was a candidate for reelection to the Governorship, Uncle Dick and the Governor were billed to speak in the same town and the committee had made the usual provision for Uncle Dick's comfort. After the meeting some of the leading Republicans of the town assembled in Uncle Dick's room at the hotel to listen to some of his inimitable stories.

In the early hours of the morning, when the supply of the decanter was almost exhausted, Uncle Dick assumed a most serious mien, leaned back in his chair and began to philosophize as follows:

"I am now an old man. My sands of life have almost run. It will not be long until I will pass away. Looking back I have about come to the conclusion that life is not worth living.

"We are born into this world without any choice on our part. We pass through all of the ills of infancy and the troubles of childhood, and they are serious troubles too. We go to school and meet with varying success. Some of us graduate at the head of the class and some come out at the tail end, and then the real battle of life begins. Some become lawyers, some physicians, some preachers and others business men, and some even become Governors of a great State, like you and I, Joe (referring to Governor Fifer). But at last time lays its heavy hand upon us.

"We grow old. Our brows become wrinkled and our hair becomes silvered and then the final summons comes from on high. We die, surrounded by our sorrowing friends and relatives. Then they take us back to the little village in which we were born and the good old preacher who has known us from the days of our boyhood delivers an eulogy in which he ascribes virtues to us that we never possessed.

"And then we start out on the last sad journey to the little cemetery on the hill. Loving hands lower our body into the grave and our friends moisten the sods with their tears as they close in above us. Then dissolution sets in. These lips, with which we were wont to kiss our wives and sweethearts, fade away; these eyes, with which we gazed on all the beauties of nature, disappear; these cheeks, once full of the bloom of youth, crumble into dust. The worms, the worms begin to eat up our bodies!

"But," reaching for the decanter, "Joe Fifer, I intend to give one of those damned worms the delirium tremens before I go!"

**San Luis Obispo Out of Trouble.**—For some time the Anti-Saloon League has been endeavoring to force the City Council of San Luis Obispo to put up to the people of the community an ordinance more drastic than anything heard of in the Wyllie local option law. On September 27 the Superior Court threw out the last case instituted by the league and the city is for the time being tranquil.

### THE MAINSTAY OF NATIONAL TEMPERANCE.

MR. JAKE RUPPERT, president of the United States Brewers' Association, states that the elements never conspired so utterly against brewing as during the fiscal year 1911-1912. Barley, hops, maize and rice commanded famine prices and the cost of labor increased 10 per cent. The producing cost of beer increased about \$1 a barrel.

Mr. Ruppert is of the opinion that the sensible method of dealing with the public sale of intoxicating drinks is a limited franchise in the form of a license to operate drinking places, conditioned on a strict observance of regulatory laws. He urges wholesalers to join heartily in all earnest efforts to regulate the retail licensed business, so as to place it on a higher plane. He claims that the retailers have responded very well to the movement initiated by the brewers for the improvement of saloon conditions.

"It is my grateful conviction," says Mr. Ruppert, "that the brewers are the mainstay of national and practical temperance by providing the mild and wholesome beverage on which alone such temperance can be maintained."

### DETROIT FREE PRESS PRAISES WHISKY.

The Detroit Free Press recently printed the following editorial in defense of whisky: This is a defense of whisky and a commendation of its general use. You may not want to read it. If so, skip this paragraph: It has been discovered that whisky is one of the most valuable and useful fluids in the world for the business man, the professional man, ordinary and suffragette femininity, young boys and girls, babies and even for the most rigid prohibitionists. Because a German chemist has found a way to extract from it a substance which can be made into rubber for automobile tires, coats, boots, hats and other articles of necessary and general domestic use, and as attachments for bottles used by the most youthful members of society. After this substance is extracted the whisky is worthless for internal use. This is a hint to foes of the Demon Rum, alias "inspiring, bold John Barleycorn." Start enough rubber factories to use up the supply—and there you are—no more jugs, no more jag-carriers, no more jag problems—all rubbered, as it were, out of existence. Whisky will take a place among the precious products, such as coal, diamonds and other expensive things. Perhaps.

"Good gracious!" said the stranger, "I never saw so many saloons in my life. I've counted nineteen in this block. This is simply awful!"

"Yes, I know it," replied the man who was showing him around, "but it's worst right here than anywhere else. Over on the next street the average is not more than four or five to the block."

"Why are there so many here, then?"

"You see, this is the street leading to the station where people who live in our prohibition suburbs get off the train."—Ohio State Record.



## SEVEN BROTHERS Pure Brandy

100 PROOF  
FULL QUARTS  
\$12.00 PER CASE

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SAN FRANCISCO'S  
FINEST BUFFETOPPOSITE  
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WALDORF ANNEX**

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Next door, Peoples Theatre

LOS ANGELES, CAL.

Our Bar Whisky "**OLD JORDAN**"ELEVEN SUMMERS OLD**"Jellison's"**

SAN FRANCISCO'S MOST MAGNIFICENT BAR

CHOICEST IMPORTED GOODS AMERICA'S FINEST WHISKIES

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Bet. California and Sacramento StreetsFine Imported and Domestic  
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**Headquarters**For Everybody  
Who Likes**Good Things**

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HOT LUNCH FROM 11 TO 2

**Ciocca-Lombardi Wine Co.**BATTERY and  
GREEN STS.  
San Francisco, Cal.

GEYSER PEAK WINERY, Geyserville, Cal.

**CALIFORNIA WINES AND BRANDIES**

FINE MATURED DRY WINES OUR SPECIALTY

Correspondence Invited



### DR. WINDISCH CONTROVERTS DR. WILEY.

**D**R. WINDISCH, the head of the German Institute of Fermentation, who is generally recognized as the world's foremost authority on beer, does not agree with Dr. Wiley on many points, and has not hesitated to pronounce his opinion that Dr. Wiley is a fanatic on some of his fine food distinctions. On the question as to what is beer, Dr. Windisch declares that Dr. Wiley errs greatly when he says that ales should not contain added sugars. "This is absurd," says the German doctor. "Of course, in Germany we brew very little ale. But I can not see how it is possible to brew ales of the English type without using sugars. I should regard it as essential. It is my opinion that Dr. Wiley goes entirely too far in his ideas. He is a fanatic and evidently an enemy to alcohol in every form. His attitude against the use of glucose in any way is also unreasonable. His ideas on the addition of carbonic gas to beers is quite absurd, either as regards healthfulness or freedom from added substances. The carbonic the brewer takes from the beer in the fermentation chambers is merely filtered and washed and restored to the finished product. If there was an addition of an excess amount of artificial carbonic there might be some objection, but as the trade practices the process it is merely putting back what is taken out and purified earlier in the process."

An ordinance closing saloons on Sunday evening was adopted by the Board of Trustees October 8 at Redwood City. The ordinance also revokes the privilege the board had of granting special permits to be open later than midnight. Hereafter Redwood City saloons must close at 6:00 Sunday night and not open again until the same hour the following morning. The women of the drier element brought about the new regulation.

Wells, Fargo & Company will not solve their difficulty with the local option law at Los Gatos through the Railroad Commission. Some Los Gatos residents complained that, although the town is a dry one, the express company has been delivering liquor packages there and the company asked the commission to settle the question as to whether it had the right to transport such packages or if it would be liable to a fine for not performing the duties of a common carrier if it refused to handle the liquor. The commission informed the express company that it had no jurisdiction over the shipping of liquor into the dry territory of Los Gatos, and it suggested that the courts be called upon to settle the question. This is somewhat different from what the commission said a few months ago. It has very likely learned something in the meantime.

At Oroville, Butte county, the dries have started a newspaper because the two Chico papers have refused to support their cause. Mrs. Annie Ella K. Bidwell has given \$15,000 toward installing the new plant. There are a great many editors available. It is expected that the paper will be "going" before the end of November.

Chico is in the throes of a bitter struggle as to whether the town will be dry or wet. The church women have started to boycott all merchants until the saloons are closed. They hired a preacher to address the public. The preacher was arrested, and it was found that he was an ex-convict.

Saloon men of Colusa have found the recent raise in the cost of licenses exorbitant and have had to raise the price of drinks. As Colusa county is to vote on local option at the general election the public is being kept in a ferment, with the result that their sympathies are with the saloonkeepers.

### TO NATIONAL WHOLESALE LIQUOR DEALERS ASSOCIATION.

Cincinnati, October 2, 1912.

**TO MEMBERS:** The National office is still receiving a great many inquiries on the subject of the refusal by some banks to collect drafts with bill of lading attached for liquors sold and shipped.

That our members may know what action was taken by the National association on this question and also what is the present status of the so-called "Bank Draft" case, I beg to say that some time in 1910 the Bankers Association of North Dakota announced through their secretary that members of that association would not accept for collection drafts with bill of lading attached for liquors sold.

The attorney of the Bankers Association of North Dakota at that time was Mr. Edward Engerud of Fargo, North Dakota.

This action of the Bankers Association resulted in a lengthy correspondence between this office and Mr. Engerud, who declined to rescind the advice given his clients.

Later, Mr. Engerud was appointed United States District Attorney for the District of North Dakota.

On June 8, 1911, an indictment was found against the First National Bank of Anamoose, North Dakota, alleging a violation of Section 239 of the Penal Code of the United States.

The indictment charged "that the bank undertook and agreed with the brewing company (Hamm Brewing of St. Paul, Minn.), to collect the draft from Meyers (Dan Meyers of Anamoose, North Dakota) and deliver to him the bill of lading, so that he could present the same to the railroad and receive the beer, and thereby complete the sale and delivery of the same."

The bank pleaded guilty and a fine was assessed against it by Judge Amidon, who heard and decided the case.

Subsequently the plea was withdrawn and a motion filed in arrest of judgment. After further legal sparring, the case was taken up on error to the United States Circuit Court of Appeals for the Eighth Circuit.

In June, 1911, the National association, realizing the importance to the trade of the question involved, directed our special counsel, Hon. Lawrence Maxwell, to look after our interests.

With the consent of Mr. George A. Bangs, the attorney representing the bank, Mr. Maxwell became associated with him in the case, which was finally set for hearing on September 9, 1912, before the Circuit Court of Appeals at Denver, Colorado.

For various reasons, it was deemed expedient to secure a postponement to December of this year, when the case could be heard before the same court sitting at St. Louis.

We enclose herewith a circular issued by the National Association in January 1911, giving the opinion of Attorney General Wick-ersham and of our special counsel, Hon. Lawrence Maxwell.

This circular was later printed in the National Bulletin in March 1912.

About August 15, 1912, Mr. W. W. Watts of Louisville asked for and was granted leave to file a brief on behalf of the Kentucky Distillers and Wholesale Liquor Dealers Association of Louisville.

As representing the National association Mr. Maxwell will participate in the argument of the case and hopes that the decision will be favorable.

The National association has given this question constant attention since early in 1911, but there can be no peace on the subject until we secure a decision from the Appellate Court.

Very truly yours,

MORRIS F. WESTHEIMER,  
Chairman Executive Committee.

**New Manager for Sacramento Brewing Company.**—Mr. Frank J. Ruhstaller, who has been since the death of his father the manager of the Sacramento Brewing Company, has retired from all active connection with the business and has been succeeded by Mr. Edward C. Roeder, who has been the cashier of the company. It is understood that Mr. Ruhstaller will devote his time to attending to his private interests.

No Whiskey as good at a lower price  
None better at any price

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Wm. Lanahan & Son, Baltimore, Md.

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"Coffee Royal"  
A Mighty Bracer

Hot Luncheon  
At 11 A. M. Daily

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310 MONTGOMERY STREET

San Francisco, Cal.

Whiskey at  
its Best

Not the "Iron  
Bound Bucket"  
but the "Wire  
Bound Bottle"



Good whiskey is  
every persons good  
friend. To prove it,  
say you try "A  
drop of old I. W.  
Harper! There!  
Opinionated? Well,  
well, how do you  
like the 'taste that  
tempts.'"

"A TASTE THAT YOU CAN RECOGNIZE  
AND A SMOOTHNESS THAT YOU WILL  
REMEMBER."

BERNHEIM DISTILLING COMPANY, Louisville, Ky.

Old I. W.  
HARPER  
Whiskey

Phones  
Kearny 1610  
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AND

LIQUORS.

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SAN FRANCISCO, CAL.

H. P. ANDERSEN, Proprietor

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SAN FRANCISCO



### WILL PASS UP "WHAT IS BEER?"

WASHINGTON, October 9.—After mulling over the question "What is beer?" for more than the two years, the Department of Agriculture has decided it does not know and will pass the query to Congress. Secretary Wilson some time ago reached the conclusion that beer was a beverage made of barley, malt, hops, yeast, and potable water, and was about to compel brewers to make beer out of these materials or, if not so made, to brand it "imitation beer" under the pure food act.

Dr. Harvey W. Wiley, then head of the pure food board, was primarily responsible for this definition of beer. The brewers put up a stiff fight against the conclusion and were aided by the corn products' makers who sell to brewers yearly hundreds of thousands of dollars' worth of corn products used in the making of beer. The department's position was backed up by the farmers' associations throughout the country, particularly in the Middle West, they asserting that barley growers were losing money every year on account of the brewers using substitutes for barley.

**Mr. A. C. Bain Again Skiting.**—Mr. A. C. Bain, superintendent of the Anti-Saloon League of California, in a speech at Fresno, expressed his opinion that "the State will be dry by 1915." In the speech he uttered many statements which could only be accepted by the uneducated element to which he appeals. For instance, he said: "If gambling and prostitution were licensed there would be a storm of protest all over the country, yet the liquor traffic is licensed." Prostitution is licensed in San Francisco and there is no protest. Gambling is not licensed and it calls forth the protests of the entire community. The people of San Francisco would be better satisfied if licenses applied to both. Gambling and prostitution are the bad features of every city and town of the United States, wet or dry, and there is no reason why they should not be regulated like saloons, groceries, hotels and other decent business. By leaving gambling and prostitution go without being licensed is the same as placing a premium on immorality. Mr. Bain also tries to give prohibition the credit for the low tax rates in Berkeley. The Socialists of Berkeley had better watch their laurels.

**License Fee Raised in Kennett.**—The fee for liquor licenses in Kennett, Shasta county, will hereafter be \$75 a quarter instead of \$50, as in the past. The number of saloons is limited to sixteen.

### LONG BEACH GOES "POISON DRY."

LONG BEACH, October 30.—Long Beach citizens adopted yesterday what is said to be the most drastic prohibitory amendment in California by a vote of 3,553 for and 1,512 against.

By far the greater number of the ballots in favor of the amendment were cast by women.

Under the new amendment, which goes into effect January 1, it will be unlawful to possess, sell, give away, distribute or handle intoxicating liquors. Physicians or druggists, selling by physicians' prescriptions are exempted.

Any person taking a drink is to be held equally guilty with the dispenser thereof and will be subject to a fine of \$500.

One exception allows a householder to have liquor in his own home for his own use, or entertainment of friends, provided he does not sell it, but the next provision prohibits any carrier from bringing liquor into the city.

Hotels, restaurants, cafes, lodges, etc., are absolutely prohibited from selling or having liquor on their premises.

Officers are to have the right of search without warrant and confiscation of property seized without trial.

The law is so rankly unconstitutional that it will be shot full of holes whenever it is tested.

Under the operation of this law the magnificent hotel that was opened last year under a pledge that it should have a hotel license to sell wines and liquors to guests, will now have to close its doors. This is deliberate confiscation.

### ANOTHER "REFORMER" IN DEEP TROUBLE.

Guy Eddy, City Attorney of the City of Los Angeles, is evidently in very serious trouble by reason of charges made against him by two women, one of whom is colored. Mr. Eddy has been suspended from his office and is being tried. According to newspaper reports the authorities have "the goods" on him.

Readers of the REVIEW will remember Mr. Eddy as the most active persecutor of the wine and liquor dealers and restaurant men that Los Angeles has ever had in office. He was bent on "reforming" everything in sight except himself.

### A GREAT COUNTRY BOOSTER EDITION.

We very gladly remove our sombrero in honor of the "Byron (California) Times" third booster edition. It is a book of 136 pages, chock full of remarkable facts and figures anent the wonders of Contra Costa and San Joaquin Counties as great producing districts with a magical future. The publication both in its letterpress and its typographical appearance is a mighty good model for our proud and haughty metropolitan dailies, because Editor Hammond has produced about the best that can be done in this line, and that is saying a great deal. We congratulate not only Contra Costa and San Joaquin Counties and Mr. Hammond, but the State of California as well, because the circulation of such a publication is certain to be of great benefit to the commonwealth.

WE HAVE NOTHING TO OFFER THE TRADE, EXCEPT

**Fine Goods, Square Prices  
Honorable Dealing**

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OF THE CELEBRATED

**"Castlewood" Bourbon and Rye**

**CARTAN McCARTHY & Co.**

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Telephone Kearny 3688

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S. E. CORNER BATTERY AND COMMERCIAL STS.

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FINE GOODS A SPECIALTY—  
MERCHANTS LUNCH 11 A.M. to 2.30 P.M.

W. F. **Roeder's**  
**Cafe**

834 MARKET STREET

Opp. Emporium

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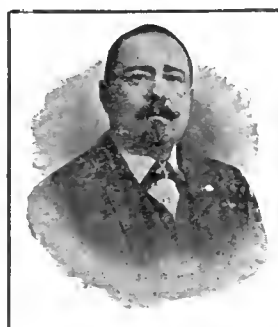
**"The Cabin"**  
**PURE GOODS**

BERT LEVY, *Proprietor*

105 MONTGOMERY STREET : : : Near Sutter St.

"ONLY THE BEST THE MARKET AFFORDS"

CUISINE AND SERVICE EXCELLENT



Original

**Coppa**  
**Restaurant**

J. COPPA, *Proprietor*

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PINE STREET, bet. Montgomery and Kearny

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**E.H. Taylor Jr. & Sons**  
INCORPORATED

THERE IS NO SUCH CARE OBSERVED IN THE MANUFACTURE OF ANY OTHER WHISKEY, IN OR OUT OF AMERICA, AS IS OBSERVED IN THE MANUFACTURE OF

**Old Taylor**

IT IS MANUFACTURED AT GREATER COST THAN IS ANY OTHER WHISKEY.

IT IS THE LEADING BEVERAGE WHISKEY OF AMERICA.

IT IS IN A CLASS BY ITSELF.

TO NAME IT IS TO PRAISE.

FURTHER PRAISE WOULD BE

"TO PAINT THE LILY—TO GILD REFINED GOLD."

**Frankfort, Kentucky.**

House Founded 1853

**Bank Exchange**

BACK AT THE SAME OLD STAND

SAME OLD GOODS

SAME EXCELLENT SERVICE

THE FIRE DID NOT GET ME

*I Import Famous Old Campbeltown SCOTCH WHISKY*

*Pisco de Italia, Madeira Wine*

*Sazerac de Forge & Sons' Brandy*

DUNCAN NICOL, PROPRIETOR

S. E. CORNER MONTGOMERY AND WASHINGTON STS.  
SAN FRANCISCO

THE OLD RELIABLE

1871 **GATO** 1871

**Clear Havana Cigar**

S. BACHMAN & CO. (Inc.)  
DISTRIBUTERS

**LASH'S BITTERS**  
TONIC LAXATIVE

## Celebrating the Vintage

By Horatio F. Stoll

THE vintage season in California is becoming more and more a time for merry making and generous hospitality. People like to see something besides the vines, the grapes and the crushing, and so, gradually little individual festivals are coming into existence that have not only the charm of originality, but a distinctive setting all their own.

Take, for example, the outing recently enjoyed by about one hundred and fifty members of the Rotary Club at the Cresta Blanca vineyard near Livermore. Mr. C. J. Wetmore had invited the members of the club, of which he is an active member, to be his guests, and a good time they certainly had during their brief stay at the beautiful vineyard.



New Cresta Blanca Bottling Cellars. Concrete, 80x100 ft.

Upon their arrival on Saturday afternoon they found that the bed of the creek, which meanders through the winery grounds, had been converted into an open-air dining place. Long tables, covered with all kinds of good things to eat, had been erected and overhead, the intertwining branches were liberally sprinkled with electric lights, which made the scene look like a picture from fairyland.

In addition to chicken and other delicacies, the merrymakers tasted corn roasted in coals, potatoes treated likewise and other old-fashioned favorites. The choicest Cresta Blanca wines were served and many a toast was drunk to the health of the hosts, the Rotary Club, and the viticultural industry of California.

After the inner man had been satisfied, the merry guests repaired to a specially constructed platform where dancing was in order. A large number of the residents of Livermore and the surrounding country, especially the women folks, assembled and dancing was enjoyed until a late hour.

Bright and early on Sunday morning the guests inspected the vineyard and picked the first box of grapes which, with due ceremony, was taken to the winery. Here Mrs. Wetmore opened the vintage at the Cresta Blanca winery, by squeezing the first bunch of grapes with her own hands, and offered a pretty toast to the success of the 1913 vintage.

After luncheon the guests motored home, much indebted to Mr. and Mrs. Wetmore for a very pleasant outing.

The San Jose "Mercury" thus described the unique vintage celebration given by Mr. and Mrs. William Wehner and their daughter a few Saturdays ago:

"'La Rinconada Verde,' the Wehner home, two miles south of Evergreen, is probably the most beautifully situated and finely arranged ranch home in the Santa Clara Valley. Unlike many of the 'show places' of California, the Wehner ranch is a place run on business principles and for profit. Commanding a grand view of the entire valley, the house, grounds and vineyards of this captivating foothill ranch made an exquisite setting for an autumnal fete. The day was perfect, and blue skies, green lawns, natural

and cultivated trees, flowers galore and singing birds added color and gaiety to the finely arranged outdoor program. California is becoming famous for out-of-door affairs, the open air concerts in San Francisco, Greek Theatre entertainments at Berkeley, blossom festivals of Saratoga, accentuate our climatic possibilities, and the Wehner vintage festival, although strictly a private entertainment, is nothing less than another jewel in Santa Clara's beautiful crown of perfect days perfectly enjoyed.

"The guests entered the grounds through a stone-pillared gateway and through an avenue of olive trees, skirted by verdant vineyards, reached the well-appointed residence and were most graciously received. The nearby lawn was soon converted into a dazzling kaleidoscope of gaily dressed people, all animated with the California out-of-door spirit—born of the enchantments of earth and sky. A short program of songs by Mrs. George Blauer, and Mr. Carl Bundschu, a saxophone solo by Mr. Fernandez with echo effects from hidden players in the hills, and a couple of most graceful dances by Miss Grace Barstow, delighted the guests. A grape-trimmed wagon carried a load of laughing vintage gatherers to the vineyards, where baskets were filled, which were afterwards emptied into a winepress, the juice extracted, and passed to the guests. A pleasing procession headed by an orchestra, and a vintage song sung by a small chorus, emphasized the day's delight, and grape-leaf garlands were distributed and worn by all the ladies present.

"Savory refreshments were served in the spacious grape arbors. Success, good fortune and rare taste were everywhere in evidence, and the vintage festival at the hospitable Wehner home will ever remain a delicious memory in the hearts of all who were fortunate enough to be present."

Once a year, during the vintage season, Theodore Gier invites the Singing Society of the Oakland Turn Verein up to his Sequoia Vineyard in Napa County, and a jolly time they have during the week-end. This year, about forty members made the journey on Sunday, October 13th, and on their arrival in St. Helena they paid their respects to Mr. Jacob Beringer. After sampling some of the best Beringer Bros. wines and favoring their host with several appropriate songs, they marched as a body to Mr. Gier's vineyard at Crane's Station and there were given a delightful luncheon.

Later, they took the electric cars to Napa, from whence they were conveyed to Mr. Gier's mountain retreat among the redwoods. It is an ideal place to rest. A tiny mountain stream gurgles past the club-house and provides ample water for a series of fountains down the flower-bedecked hillside, emptying into a lily-covered lake, where one may row.



Entrance to Cresta Blanca.

On Monday, October 14th, Mr. Gier entertained, in addition, about twenty-five important Napa officials and representative business men at luncheon. It was a merry gathering, and between the toasts, the tuneful songs and sprinkling of political talks and repartee, every one was pleasantly entertained. Giersburger riesling and claret were served, as well as some excellent sparkling Burgundy, contributed by Emil Steich, Mr. Gier's neighbor.

The Napa officials complimented Mr. Gier on the great assistance he had given in making possible the splendid mountain road that leads for miles to his hillside vineyard and winery, and voted him a real booster of Napa County. Every one present joined in the sentiments of the "Hoch Soll Er Leben" and "Prosit" songs rendered so beautifully by the talented singers.

## Anti-Saloon League Tactics

IN summarizing their achievements during the past year, the Anti-Saloon League has repeatedly stated that "no dry towns have been lost by the dries during the year."

As a matter of fact, Ventura and Colton have both adopted license again after a hard fight to have the people's wishes respected.

Colton was dry for fifteen months, having been declared dry by dry trustees elected in April 1910.

Under the Wyllie Local Option Law, on August 7, 1911, the city voted wet. The total vote was 666, with a wet majority of 104. But the trustees were still dry and refused to listen to the voice of the people. This resulted in another election to recall the trustees under a petition filed by the wets. At the same time the citizens of Colton voted on an Initiative Prohibitory Ordinance, filed by the dries. The election took place on December 22, 1911, when the dry trustees were recalled by majorities of 26 to 33, while at the same time the Initiative Prohibitory Ordinance carried by eight majority.

Thus again the wets were frustrated. But they were determined and so they filed an initiative petition thirty-five days next preceding the regular election, which was held on April 8th. This wet initiative repealed the initiative dry ordinance passed December 22nd and licensed the sale of liquor under restrictions to be passed on by the board that was to be elected at the same election. One thousand three hundred and five votes were cast—wet 727, dry 578, making a wet majority of 149. By about the same majority three wet trustees were elected and then the rest was smooth sailing.

As will be seen, it took three elections to make Colton wet, but conditions have been so satisfactory since license was again adopted that it will be a long time before Colton goes dry again. In contrasting conditions under the dry and wet regime, R. H. Summers, a well-known banker of that city, says, under date of September 30, 1912:

"Colton went dry in April, 1910, and at the same time our bank deposits, according to the report to the Comptroller of Currency, were highest. Our hotels and lodging houses were full and we had no vacant homes. Business was good and everyone was friendly.

"After two years of prohibition our town was dead. By actual count there were 120 empty houses. Our principal hotels were closed and lodging houses were about half full. Bank deposits dropped \$50,000, while at San Bernardino, three miles away, the banks gained \$1,000,000 and the railway company had increased its car service from Colton to San Bernardino 50 per cent.

"Another election resulted in license being issued on May 1, 1912, when all strife and animosity were laid aside. A fine hotel opened and our lodging houses are doing fine. There are only eight or ten vacant houses in the town today. Business is brisk in spite of the greatest freeze of the citrus fruit last winter in the history of Southern California.

"Our water and light rate has been reduced 25 per cent and much street paving is being done. A large theatre is being built and other substantial buildings will soon be erected.

"During the dry regime our bankers went to San Bernardino every month and brought back to Colton from \$6,000 to \$10,000 in silver. Now our silver stays at home. We have an active health board and inspector, and our garbage ordinance is enforced. In short, the town is being thoroughly cleaned up. There are no more drunkards to be seen than during the dry administration, and we need no extra police. The \$725 a month revenue from liquor license has helped us out materially in improving our conditions.

"Even the dries say that we have the best council for doing things in the history of the town."

It is true that none of the towns that have voted dry under the Wyllie Local Option Law have been "lost," for the simple reason that this law did not go into effect until July 1, 1911, and consequently those cities that have voted out the saloons will not be able to return to the wet column until 1913, when two years have expired. According to the law that time must elapse before the voters have the right to change their mind.

That a number of cities and supervisorial districts will endeavor to shake off the "dry" yoke is already evident, for they have found that many of the golden promises of the Anti-Saloon League have failed to materialize.

Take the town of Red Bluff, for example. A well known citizen, describing the conditions there, says:

"Today we have twenty-one empty stores and at least vacant sixty houses. Business is quiet and it is common talk that if it were possible to sell, there are a number that would get out.

"One store, I heard, is doing about 40 per cent less business than last year. It is very possible, as they have let out two clerks. Several of the other stores have laid off clerks too. As for doing anything of a public nature, it is impossible to get anybody to do anything.

"About half of the traveling men have cut out Red Bluff. The two big hotels are run by one firm, and one of the members of the firm told me that he was afraid he would have to close one hotel. Immediately after the election the dry colony voters departed for other fields. Inside of a week there were at least from fifty to sixty voters left town."

Do you suppose the people of Red Bluff feel satisfied with these conditions?

Do you suppose they enthused when they found it necessary to raise their tax rate from 85 to 98 cents on the \$100, in order to meet the city's expenses?

No, indeed.

Will they want to return to license and common sense in April, 1914?

Well, we guess "Yes."

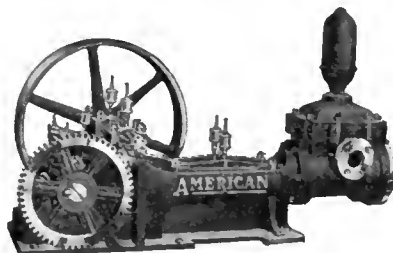
### DRY STATES DRINK WHISKY.

UNITED STATES Internal Revenue Commissioner Royall E. Cabell has expressed his opinion that the prohibition movement increases the sale of whisky in the dry States. He says that there is more whisky to be found in all the dry States than ever before in their history, and the manufacture of whisky for the States that go dry is constantly on the increase.

"There are 168,000,000 gallons of whisky in bond in the State of Kentucky," he says. "There is more whisky stored in the State of Kentucky today than ever before, notwithstanding the fact that the State has gone dry. It seems to me that when a State goes dry the consumption of whisky is enormously increased, while the sales of beer, ales and wine is considerably diminished. It is the opinion of many of those with whom I come in contact officially that the distillers would like to see the entire country go dry. That would give them a monopoly of the manufacture of intoxicating liquors.

"The reason is a very clear one. In dry territory, whisky being of the smallest bulk, with the greatest alcoholic contents, is more easily handled than beer. A bottle of whisky contains many more drinks than a bottle of beer. Hence, the preference."

## Marsh and American POWER AND STEAM DRIVEN PUMPS



WINE PUMPS

AIR COMPRESSORS

TANK PUMPS

- - LARGE STOCK CONSTANTLY ON HAND - -

## Simonds Machinery Co.

12 and 14 NATOMA ST. (near First St.) SAN FRANCISCO

# — MARKET — CONDITIONS

**VINTAGE.**—Reports from the various dry wine districts show that the yield of dry wine grapes averages from one-third to one-half short of a normal crop. In Santa Clara County the country cellars are practically empty, with the exception of the association. Sonoma County conditions are practically the same as in Santa Clara. In the Livermore Valley among the finer varieties the crop is very short. Napa County fared better than the others. In Southern California the crop was considerably below expectations.

As to the probable quality of the 1912 vintage we hear no predictions. In the dry districts there was plenty of sugar and color and there appears to be no question that well-made wines will turn out sound and of good quality.

**DRY WINES.**—Business generally with the wine men has been good during the past month. The movement of bulk wines by sea to New York and other ports was very heavy, totaling nearly 2,000,000 gallons. It included 691 cases, the total value of the shipment being \$662,084.

The demand for California's best wines in glass continues to improve and gives assurance that this branch of the industry will eventually grow to great proportions.

Imports by sea were 1,902 cases, 6 barrels, 69 octaves, 7 hhds., 1 butt, 10 casks, 9 quarter casks, 29-6ths casks, 2 vats; by rail in bond, 312 cases, 6 casks.

**SWEET WINES.**—There are no new conditions in the sweet wine market. The low prices still prevail. Production in the State during the month of September totaled 1,776,721.65 gallons. This is a comparatively small output for that month. The October production without question will be very heavy, but it is not expected to reach such proportions as in recent years. In the output there was of port, 1,310,388 gallons; sherry, 391,426 gallons.

**BRANDY.**—There is no special feature in the situation at this writing. Owing to the comparatively small quantity of sweet wines produced in September and the lateness of the vintage the brandy output was not large. The figures of September were 19,537.7 tax gallons. There remained in bond in the State on September 30th, 1,930,788.5 tax gallons.

Exports by sea were larger than usual, the figures being 47 cases, 7,373 gallons, valued at \$6,995.

Imports by sea, particularly in glass, were astonishingly heavy. The totals were 3,800 cases, 49 octaves, 2 bbls., 16 casks, 5 quarter casks.

**WHISKY.**—Trade has improved nicely during the past month and it is evident that the reaction has only begun. There is no doubt that there will be a large volume of business done during the winter and with an improvement in collections, the situation will be quite satisfactory. As the movement of crops will soon be over, the usual volume of money will early be in circulation. Exports by sea during the month were not large, the figures being 526 cases, 3,725 gallons, valued at \$10,276. Imports by sea were large, totaling 6,764 cases, 409 barrels, 22 casks, 25 quarter casks, 7 octaves, 2 hhds.

**BEERS.**—Business has been seasonally good and continues so. Aside from the activities of the fanatics, the outlook is quite encouraging for the coming year. Exports by sea were nominal, the totals being 604 packages valued at \$5,488. Miscellaneous exports totaled \$7,506.

Imports of foreign beers were 4,963 cases, 274 barrels; Ale, 100 cases, 245 barrels; Stout, 120 cases, 914 barrels; Porter, 125 cases.

**IMPORTATIONS.**—Importers generally report a marked picking up of business, and that the demand continues to increase steadily. From their point of view the future looks pretty good. Some houses report a better trade at this time than for several years past. Imports by sea were of fairly good volume, as shown by the following figures:

**IMPORTS BY SEA.**—Whisky, 6,764 cases, 409 barrels, 22 casks, 25 quarter casks, 7 octaves, 2 hhds. Wine, 1,902 cases, 6 barrels, 69 octaves, 7 hhds., 1 butt, 10 casks, 9 quarter casks, 29-6ths casks, 2 vats; Brandy, 3,800 cases, 49 octaves, 2 barrels, 16 casks, 5 quarter casks; Gin, 4,562 cases, 55 barrels, 38 octaves, 19 casks, 21 half barrels; Beer, 4,963 cases, 274 barrels; Liquor, 1,848 cases; Mineral Water, 3,385 cases, 195 casks; Sake, 530 cases, 938 casks; Ale, 100 cases, 245 barrels; Rum, 15 cases, 48 bbls., 15 octaves, 2 hhds., 2 puncheons; Stout, 120 cases, 914 barrels; Porter, 125 cases; Ginger Ale, 75 cases, 430 barrels; Absinthe, 1,055 cases; Vermouth, 2,950 cases; Cider, 90 cases; Punch, 55 cases; Champagne, 2,325 cases; Fruit Juice, 25 cases; Cordials, 1,149 cases; Kimmel, 25 cases; Grape Juice, 194 cases; Bitters, 1,515 cases; Soda Water, 25 barrels; Lime Juice, 42 cases.

**BY RAIL IN BOND.**—Wine, 312 cases, 6 casks; Champagne, 456 cases; Whisky, 3 cases; Rum, 3 octaves.

## NEW YORK WINE MARKET.

There has been a better demand of late, which in a measure is due to the favorable prices on new goods. Prices, in view of the large crops, are fair, but no material change in the immediate future is anticipated.—Bonforts, October 25, 1912.

## RECEIPTS OF WINES AND BRANDIES FROM INTERIOR.

	Year 1912.	
	Wine Gallons	Brandy Tax Gallons
January .....	1,251,800	15,500
February .....	1,082,700	26,450
March .....	1,390,923	5,500
April .....	1,123,400	13,050
May .....	1,089,500	7,300
June .....	820,450	8,450
July .....	930,800	7,400
August .....	1,228,705	2,950
September .....	1,427,400	17,350

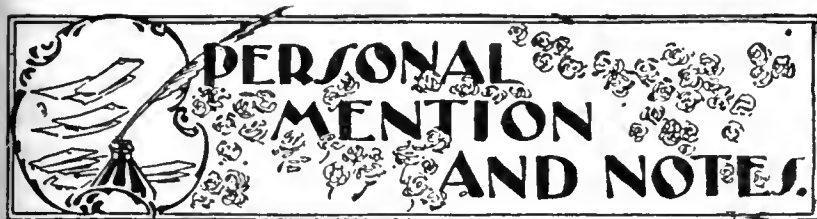
## CAN'T BE CALLED "CHAMPAGNE."

The United States District Court at St. Louis, Missouri, on September 3d decided that the only wine entitled to be branded "Champagne" is that made in the Champagne district of France, and that, therefore, wine made in this country, in exactly the same way, even if naturally fermented in the bottle, is misbranded, under the pure food law, if called Champagne. The case involved a shipment, made something over a year ago, of some naturally fermented wine, from Sandusky, Ohio, to a dealer in St. Louis, Missouri, the seizure being made on the premises of the latter. The wine was labeled "Extra Dry Champagne." The Government took considerable so-called expert testimony in the case, to prove its contention that no American-made wine is Champagne, but that this term applies only to the wines made in the specified district of France.

## WHERE TO GET EXPOSITION NEWS.

Those who want to know what is going on in the California wine industry and trade and to get the latest and most authentic news of what the wine men are doing in connection with the Panama-Pacific Exposition, must read the **PACIFIC WINE AND SPIRIT REVIEW**. It is the only paper that gives the information. Only three dollars per year.





Mine Host Jules of the famous La Molle House of San Jose reports a very fine business during the summer just past. His place is the Mecca of all autoists who travel by auto around the bay to and from Los Angeles. It is the best restaurant between this city and the southern metropolis, and the service is not to be excelled in the best cafes of this city. What is also appreciated is the moderate prices charged.

Mitchell Murphy & Company of San Jose have enjoyed a very satisfactory year notwithstanding the trouble, and loss of business caused by the local option movement. Mr. Mitchell stated that the drying up of various towns in Santa Clara County resulted in the loss of a number of trade customers, but that they were being recompensed by the building up of a good family trade, showing that the people in these districts will have their beverages whether or not.

Manager Shawhan of James Gibb whisky fame reports business exceptionally good. During the past two months the volume of orders has been so great as to make it difficult to keep up with it. Mr. Shawhan considers the future outlook very bright, and with an improvement in collections everything will be very satisfactory. The celebrated "Gibbs special whiskies" are steadily making new friends wherever introduced.

Alex Bona of Cinzano & Company, Turin, Italy, was a visitor to San Francisco recently. Mr. Bona is general traveling representative of the great house of Cinzano & Company, and his visit here was largely of a social nature. He finds the situation highly satisfactory in all respects. Mr. Bona was here two years ago and expressed his unbounded astonishment at the wonderful things that have been done in upbuilding the city since that time.

John Corotto, the well known wine maker of San Jose, reports about the usual crush of grapes this season, but had great difficulty in handling the vintage, as the work of six weeks had to be crowded into four. The grapes ran high in sugar and were good color. Prices of grapes ranged from \$16.00 to \$22.50 per ton. Mr. Corotto finds that there are only a few small lots of good California wines of 1911 left in the country cellars of Santa Clara county.

**Wine for New York and Europe.**—The steamer "Alaska" sailed on the 8th of October for Panama, with 12,000 barrels of wine aboard for New York and Europe.

## NO ONE THIRSTY IN LOS GATOS.

Wells-Fargo Express' unsuccessful efforts to get relief from the Railroad Commission from the threats of the town authorities of Los Gatos to arrest its agents for carrying into that place packages containing liquor call attention to some of the features of the Wyllie local option law of the last legislature under which Los Gatos has gone "dry."

A prominent lawyer tells me a wholesale liquor store may be maintained in a dry town provided it does all of its selling to persons and places outside of the town. Anybody in the town can have plenty of liquor in his home and give it to his friends in lavish hospitality. Church, of course, can use wines in the sacrament service and drug stores can sell all sorts of liquors on a physician's certificate. Penalties are provided for illegally selling drinks or bringing liquor into the town contrary to the law. The question naturally arises as to how a railroad, or express company, is to know that a package given to it contains liquor. Frequently this cannot be ascertained from the way the goods are prepared for shipment. Again, how can it tell that liquor packages are going to be used illegally. Unless, says this lawyer, it can be actually proven that the company's agents knew the liquor shipment was to be used contrary to law nothing can be done to them. He is surprised that the express company ever wrote such a letter to the Railroad Commission, which, very properly in his opinion, replied that the matter was one entirely for the courts to settle.

According to common report, no one in the lovely foothill town of Los Gatos is suffering for want of any old kind of a drink, save fresh beer in kegs, and never has done so since the "dry crowd" won out.—Oakland Tribune, October 6, 1912.

## AGAINST PROHIBITION.

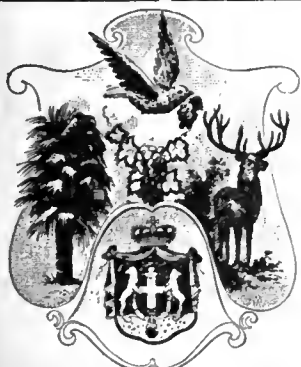
The Statewide prohibition election in Arkansas, in which prohibition was defeated by a majority of over 15,000, is the first Statewide prohibition election of the present year. Statewide elections will be held in November in West Virginia and Colorado.

Only the following States are now under prohibition: Georgia, Kansas, Maine, Mississippi, North Carolina, North Dakota, Oklahoma and Tennessee.

Texas voted on Statewide prohibition in 1911 and defeated it. Maine voted on the repeal of the constitutional provision, and, while defeated, the result showed a change from "dry" to "wet" of 47,000 votes from the previous election, and this in an enormously increased vote.

A few days ago Ohio repudiated its present system of outlawing the liquor business by a system of taxation, which prohibited license and made impossible the proper regulation and control of the business. It substituted therefor a constitutional amendment making license mandatory and, in the judgment of the best legal talent in the State, closes the door by 85,000 majority against Statewide prohibition.

The liberal forces of the various States which have voted recently on prohibition are declaring that both Colorado and West Virginia will remain "wet" in the November elections, and that Georgia and Tennessee will repudiate prohibition in the near future.



FROM THE VINE TO THE TRADE

## California Wineries and Distilleries

TOWNSEND AND FIFTH STREETS, SAN FRANCISCO

GROWERS AND DISTILLERS OF

# PURE WINES AND BRANDIES

SPECIAL INDUCEMENTS WILL BE MADE, ON REQUEST, TO  
LARGE HANDLERS OF WINES AND BRANDIES (ANY PROOF)

OWNING ITS OWN BRANDS  
AND CONTROLLING THE OLD ESTABLISHED  
BRANDS OF  
LAS PALMAS WINERY & DISTILLERY  
LA PALOMA WINERY & DISTILLERY  
LODI CO-OPERATIVE WINERY  
ELK GROVE VINEYARD ASSOCIATION

### WOMEN'S VOTES IN LOCAL OPTION ELECTIONS.

MANY persons have assumed that women suffrage would be of great, if not controlling influence, in bringing about prohibition in California. They took it for granted that most women would, if given the chance, vote against the liquor traffic in all its forms. That this is a mistake has clearly been proved in many cities and supervisorial districts where elections have been held since the women were enfranchised.

The first to have a voice in the question of "license or no license" were the women of Los Angeles. On December 5th, 1911, they cast more than one-half of the ballot recorded, and they voted nearly three to one against the prohibition ordinance. The vote stood 88,069 against and 32,199 for.

Since then the women in every part of the State have been called upon to decide between prohibition and regulation, and it is interesting to study the result.

The only supervisorial district that has voted in Alameda County, last May, rejected local option, with the aid of the women's vote, by a majority of 795 out of a total vote of 2,671.

In Contra Costa County, the city of Richmond turned down a prohibition ordinance on April 15th by a majority vote of 1,061, the total vote being 2,647. And a week later four supervisorial districts refused to adopt local option by majorities ranging from 191 to 491. On May 14 the fifth supervisorial district followed suit with a majority of 108 votes. In Richmond, and in the rural communities, the women used the ballot, but they preferred the regulated saloon to unlicensed blind-pigs.

In Lake County the three supervisorial districts that have voted refused to stand for local option, but the drys seem determined to keep on agitating in the hope of winning out, and as a result the whole county will vote under the county initiative on November 5th.

Supervisorial districts No. 4 and No. 5 in Sacramento County also opposed local option, fearing it would injure their viticultural industry.

Coming back to the cities, where women have expressed their honest opinion on this question, we should include among other places that have turned down local option the cities of San Jose, Gridley, Colusa, Eureka, Arcata, Ferndale, Lemoore, Madera, Alturas, Newport Beach, Hollister, Gilroy, Santa Clara, Kennett, Dunsmuir, Dixon, Oxnard, Ventura and Redding.

In the latter city an organization known as the Citizen's League, composed of the most representative men, were opposed to drying up the city. Closely allied with them was the Women's Club, one of the most active non-sectarian bodies in Northern California, which came out openly against local option. Such prominent women as Mrs. Linn A. Gillespie, Mrs. J. P. Eaton, Mrs. L. F. Bassett, Mrs. R. M. Saeltzer, Mrs. J. W. Hare, Mrs. John F. Nichols and Mrs. Allen Etter lead in the fight, declaring they were in favor of strict regulation and not local option and prohibition.

Surely no sane person would accuse the thousands of women who voted wet in the various elections enumerated above of being in favor of the bad saloon or the disreputable roadhouse.

Decidedly no. They had the right to voice their honest convictions and they preferred to remedy any unsatisfactory conditions by strict regulation, rather than experiment with prohibition, which has been thrown out by many States, counties, cities and districts all over the United States after it had been fully tried and found a farce and a failure.

Mrs. O. H. P. Belmont, president of the National Woman's Suffrage Association, in an article in Pearson's Magazine, gave good advice to women when she answered the question as to the part the women should play in the liquor controversy by saying:

"She ought to be able to close the disreputable saloon and permit a better one to take its place. I say this because it seems to me, in the present stage of the liquor question, that regulation is the only practicable remedy. No matter what anyone may say, it is going to be some time before men stop drinking liquor, and in the meantime, the places where liquor is sold should be made as little offensive as possible.

"The rich man has his club, where he can go and drink in decency. Why ought not the poor man's saloon be just as clean

and just as decent, without screens or secrecy to allure—simply an open, orderly drinking place?"

This is a practical question and wherever the women have looked the facts straight in the face and not allowed their emotions to be played upon, they have answered it intelligently. They have insisted on strict regulation and their protest has been listened to and acted upon.

The fact is that women are on the whole fair minded in these matters and can, and do, discriminate, and as between prohibition with its inevitable hypocrisies, evasions and other evils on the one hand, and a proper licensing system and regulation of the liquor traffic on the other hand, it will be found that more and more, as they study the question, their vote is being registered against prohibition.

### THE ROAD HOUSE IN SONOMA COUNTY.

The organized taxpayers and citizens in Sonoma County have issued a circular on "The truth about the Roadhouse." The most interesting portion of the circular, and which covers the ground, is as follows:

"The ordinance prepared and submitted to the Board of Supervisors is apparently honest and simple enough, provided one did not read it carefully. By its terms it is only drawn to affect the roadhouse and none others. The truth is, dear voter, that if it carries it will positively and surely put every hotel and saloon in Sonoma County out of commission outside of the incorporated towns, except two or three in Sonoma Valley, and positively two at Monte Rio. The qualification requiring 'At least thirty-five separate sleeping apartments properly furnished,' excludes everything in our county, except those mentioned above. Here is where the 'joker' comes in. This is the 'Nigger in the woodpile.' The roadhouse is the bugaboo they are after ostensibly, but the real truth is they are after everything in the county outside the cities that cannot make thirty-five separate sleeping rooms.

"This subterfuge is intended to delude and ensnare the average unthinking voter into the belief that he or she are merely voting to put the objectionable roadhouses out of existence.

"Dear fairminded voter, do you want to do this? We confidently hope and trust you have no such desire. We frankly admit that there are perhaps objectionable 'roadhouses' that need attention, if not extinction. Dear voter, would you consider it just to visit the sins of one or two frail and irresponsible men upon the people of every little town in Sonoma County who are law-abiding citizens? And yet, this is what will happen should this 'Anti Roadhouse Ordinance' carry on the fifth of November next. When we tell you that under the law the Board of Supervisors have full power to refuse a license to any person who does not conduct his place of business becomingly. They can revoke any man's license who violates the ordinance governing the sale of liquors. The Supervisors have full power if they would but exercise it. Is it not much better that the few who do violate the law and transgress the proprieties should be punished, than have whole communities of reputable law-abiding citizens suffer loss and inconvenience because of the laxness of one or two 'roadhouse keepers'?"

"It appears to us that this view of the matter must appeal to all reasonable and fairminded citizens. Let the Board of Supervisors do their plain duty in this matter and we will all be relieved of the pain and trouble this unhappy question is causing all of us. There is not a little country hotel in the county that would fill thirty-five bedrooms with guests in thirty-five years, and because they have not the required number of rooms they must close up if this law is passed. Is this just? If you have a conscience and you are unprejudiced we confidently feel you will surely answered no."

**German Wine Losses.**—Advices from Cologne, Germany, are to the effect that vines valued at millions of dollars have been destroyed by frost in the Rhine valley and vicinity during the first week of October. Many wine growers are ruined.

## CALIFORNIA WINES COMING INTO THEIR OWN.

WITHIN the last few years high grade California wines are beginning to come into their own, as is evidenced by the places and people that are taking them up and using them. The Cresta Blanca Souvenir vintages are to be found on the wine list of most of the best hotels and restaurants, and clubs are beginning to recognize their value and to take them up. Californians should show as much loyalty to the products of their State as they do in the State itself. One of the greatest industries would then be vastly benefited, and if all the wine producers would be more careful of the quantity of the goods put out, and, instead of looking to the immediate present, look more to the future, within a few years California would be looked upon as the France of the Western hemisphere. The introduction of high-grade California wines has been a difficult and expensive proposition, for up to the last few years the mention of California wines to a prospective buyer carried with it an idea in his mind of about 30 cents a gallon, owing to the new and inferior goods that the market has been flooded with, and the manipulation of the same by the people that were overly eager to make too great a profit. Now you will see on the lists of places like the Waldorf-Astoria, Plaza, St. Regis, Belmont, Imperial, Manhattan and Vanderbilt hotels, and many other of the best hotels and restaurants some of the highest grade California wines.

Elmer DePue of the Cresta Blanca Wine Company, in an interview with the Union correspondent, says that the tremendous demand for high-class California wines has caused a great falling off in imported wines. People in America, and particularly in the larger cities of the East, find that the wine industry of California has each year made great progress in culture of grapes, that now seem to equal that of the foreign grown grape. California wine can be found on the tables of the epicure here, and at a great saving in price.—Sacramento, Cal., Union.

## HELP, CALL THE POLICE!

I have several times called attention to a publication in St. Louis known as "The National Issue," which is edited by a former preacher who has a vitriolic pen steeped in ink of fire in a warfare against the Anti-Saloon League. The editor is U. G. Robinson, who in the past had an intimate association with the affairs of the league, and who evidently knows what he is talking about when he hurls his sensational charges.

The current issue of this little monthly makes the following announcement, which looks like there's something on the way:

## Announcement.

On account of the importance of the articles in this issue exposing the fake frame-up which the editor personally answered in the July-August double number (sent in any quantity for 75 cents per 100), the publication of a series of articles, proving beyond a peradventure the grossly immoral character of a large number of A. S. L. high-salaried officers heretofore immune, has been postponed. In the October number we expect to begin a series of exposures of financial graft that will astound the duped themselves. ILLINOIS WILL RECEIVE FIRST ATTENTION. We shall expose the league LIBERTINES, who keep prostitutes—white slaves—in their offices, travel in sleeping cars with them, and visit them in their homes, and take them to hospitals when in trouble. These revelations of the immorality and graft practiced by the league leaders, who shield each other, will shock the church and all the pious preachers, who by PERFUNCTORY RESOLUTIONS AND WITHOUT PERSONAL, THOROUGH INVESTIGATION lend their names and influence to perpetuate this most iniquitous deception ever perpetrated on the church of Jesus Christ. No doubt a few hypocritical preachers who are alike guilty with the league libertines will refuse the paper and denounce the truth; but honest pure-minded Christian men and women, realizing the awful Sodom the league officers are making of themselves under the cloak of the righteousness of the church will "stop, look, listen," and then act.—Bonforts.

## SHERWOOD &amp; SHERWOOD

We do not Rectify or Compound

## PACIFIC COAST AGENTS

— FOR —

J. H. Cutter Celebrated Kentucky Whiskies.  
Burke's (Guinness's) Porter and Bass's Red Label Ale.  
Dewar's Fine Old Highland Scotch Whiskies.  
Keystone Monogram Rye.  
Burke's \*\*\* Irish and Garn-Kirk Scotch.  
Roskam, Gerstley & Co. Philadelphia Blends.  
G. & W. Canadian Rye Whisky.  
Schramsberg California Wines.  
Burke's Old Tom and Dry Gins.

Schlitz Milwaukee Beer.  
Sherwood Robin Hood Whisky.  
Mackenzie & Co's. Spanish Sherries and Oporto Ports.  
Feist Bros. & Sons' Rhine and Moselle Wines.  
Houtman's Holland Gin in wood and glass.  
Anchor Brand New York Ciders.  
Schweppé's Soda, Sarsaparilla and Ginger Ale.  
Bass's Ale in wood.

## SEATTLE

518 1st Ave. So.

Phones:

Main 105

Independent 105

## PORTLAND

9 and 11 N. 4th St.

Phone:

Main 2779

## SAN FRANCISCO

41-47 Beale St.

Phones:

Kearny 1182

Home 1182

## LOS ANGELES

346 North Main St.

Phones:

Main 670

Home A7804

## Alcohol and National Health

CONTINUING the series of excellent articles under the above heading which have appeared in recent issues of *The Wine Trade Review* of London, England, we now quote from the July issue of that journal as follows:

Since Liebig first classed alcohol as a food there have been many experiments by, and much discussion amongst distinguished medical scientists as to its claims to be considered a food, the proofs depending largely on the evidence of experiments as to whether it passed through the blood and system unchanged, and therefore without food-conferring effects, or whether it became oxidized to produce such effects. The weight of evidence obtained supports the latter view. In addition, it has been established that it will maintain the weight of the body and prolong life when the supply of other food is insufficient or wanting. It is therefore entitled to be called a food. Nevertheless, few persons, except in illness, when other food cannot be taken or cannot be assimilated, take it other than as an agreeable beverage, suitable to their liking, either through its thirst-quenching, its warmth-producing, its appetite-giving, its sleep-promoting, or its sociability-rendering effects, all of which are good and respect-deserving reasons.

Dr. Robson Roose, M.R.C.S., in his "Waste and Repair of Modern Life," says: "We cannot deny that alcohol is a food in the strict sense of the word. The inferences supported in those cases in which only minute quantities of ordinary aliment are taken for several months, or even years, but where wine and spirits are freely administered the patient shows no loss of weight." Dr. A. R. Cushny, Professor of Pharmacology, University College, London, in one of his works tells us that "In chronic conditions of cachexia and loss of flesh in general and during convalescence alcoholic preparations are often advised simply as foods."

Dr. Thudichum, a well known writer on the physiological effects of wines, tells us: "The great physiological question of the use of alcohol in the body I have endeavored to answer by practical experiment. A number of young men engaged in athletic exercises in the open air consumed a certain amount of wine of known alcoholic strength at reasonable intervals. Physiological analysis ascertained that 99 per cent of the alcohol was oxidized in the body, which, according to the teaching of animal chemistry, produced bodily power. Others have since repeated these experiments, and it is now generally admitted that alcohol is a food in the true sense of the word."

Besides these authorities on the food value of alcoholic beverages we have the pronouncements in the Medical Manifesto of 1907, and of the statement drawn up at the International Physiological Congress at Cambridge in 1898, already quoted in these articles. In 1907 the Hospital, an organ of the medical profession, published the result of a special investigation on light wines, and stated that:

"Alcohol is a food and it can be taken in doses in which it acts only as a food; but in practical dietetics the actual food value of a wine is of secondary importance. We don't regulate our meals according to the food value of their constituents; we want a pleasant meal and a pleasant drink, and the physiological value of pleasurable eating and pleasurable drinking is not the less real because we cannot measure it calorimetrically. At meals we have not only to do with the science of dietetics, but with the art of gastronomy. Wine in moderate doses is a food from which there is practically no waste; it requires no digestion and is rapidly absorbed from the stomach."

Amongst the minor ills that flesh is heir to there is perhaps none more common or none more depressing than indigestion, with its usual accompaniment—flatulency. For the assuagement of these ailments a little alcohol in some form or other has become almost a specific. That it should be so is well supported by medical testimony, which the following few quotations from distinguished authorities will show.

Professor L. Landois, Professor of Physiology at the University of Griefswald, in his "Human Physiology," says: "Distilled spirits—brandy, whisky, gin—have but a trifling retarding effect on the digestive process, and when one considers their action on the se-

cretory glands it follows that, in moderate dietetic doses, they promote digestion and are of great use in conditions of temporary want, and where food taken is insufficient in quantity." Dr. F. W. Pavy, F.R.C.P., F.R.S., physician to Guy's Hospital, tells us in his "Food and Dietetics," that "It is a common practice amongst many to partake of a small quantity of brandy or some other spirit after food of an indigestible nature. This, by stimulating the mucous membrane of the stomach and inciting an increased flow of gastric secretion, affords assistance to digestion in harmony with popular experience."

Sir Lauder Brunton, Bart., M.D., F.R.C.P., F.R.S., says: "A nip of brandy is frequently taken as an appetizer. Lovers of the lobster take a glass of spirits with it 'to digest it.' If increased secretion of gastric juice be produced by means of a glass of spirits, we may expect digestion to take place more rapidly, and, prolonged irritation of the stomach being avoided, no nausea will ensue. A little brandy is one of the carminatives most commonly employed by those who suffer from flatulence."

Professors Sydney Ringer, M.D., F.R.S., and Harrington Sainsbury, M.D., F.R.C.P., in their "Handbook of Therapeutics," say: "Some persons after fatigue are apt to lose all appetite and digestive power, and on taking food they suffer from the symptoms of an undigested load in the stomach. In such cases a glass of wine or a little brandy and water, taken shortly before meals, will often restore appetite and promote digestion. In convalescence from acute disease, at which true digestion and strength may remain long depressed, alcoholic stimulants before or at meal times are often serviceable."

Sir Morell Mackenzie, a severe critic of even moderate alcoholic consumption, in his essay on "Exercise and Training," says: "There can be no harm in a glass or two of ale or a little light wine such as hock or claret at dinner. The glass of port afterwards I confess I think is unnecessary as long as the training is well borne. If, however, a man shows any sign of falling into the state known as 'over-trained,' a little port or dry champagne at meals may be found beneficial."

Dr. Robert Hutchinson, M.D., M.R.C.P., in his "Food and Dietetics" says: "Liqueurs taken at the end of a meal may give a fillip to digestion and counteract any retarding influence of coffee taken at the same time."

The hustle and strenuousness of business, and indeed social, life at the present day and the stress on the nerves are producing illnesses and diseases of the nervous system much greater than were known to previous generations. The tendency to "settle the nerves" by the administration of a little wine or spirit has become such a commonly accepted practice that, whilst condemned by many medical men as but a temporary palliative and inducer of an alcoholic habit afterwards, it is interesting to read the following opinions in this connection.

Dr. Arthur Cushny, M.A., Professor of Pharmacology, University College, London, tells us that "In some chronic forms of nervous disease alcohol may be of value, although its administration must always be guarded owing to the tendency of formation of the alcoholic habit. Thus in some forms of melancholia and of neuralgia it gives relief. Some authorities recommend the use of alcohol in small quantities in cases of distress of mind from any cause, such as brief business anxiety or depression, and undoubtedly alcohol improves these conditions by its narcotic action on the brain."

Sir Lauder Brunton says: "The glow which we feel after taking a glass of brandy diffuses itself so rapidly over the body that many authorities have considered it could do so through the nervous system. The fact seems to be that brandy at first increases the circulation and warms the man by acting reflexly through the nerves of the stomach, and that afterwards the alcohol is very quickly absorbed into the blood and keeps up its primary effect by its special action on the nervous system, and through it upon the circulation."

### FROST RUINS GERMAN VINEYARDS.

COLOGNE, Germany.—Vines valued at millions of dollars have been destroyed by frost in the Rhine Valley and vicinity during the last few days. Many wine growers are ruined. The grapes in the vineyards along the Moselle have been spoiled.



## INJUNCTION AGAINST KARL KIEFFER CO.

United States District Court, Southern District of Ohio, W. D.  
(No. 2117.)

Philipp Wirth, Theobald F. Seitz and George H. Seitz, co-partners trading under the firm name of Philipp Wirth, Complainants, vs. The Karl Kiefer Machine Co., Defendant.

## Order for Preliminary Injunction

This cause coming on to be heard on complainants' motion for preliminary injunction as prayed for in the bill of complaint and Grafton L. McGill, Esq., having been heard in behalf of complainants in support of said motion, and Henry D. Williams, Esq., and A. J. Freiberg, Esq., in behalf of defendant, it is

Ordered, adjudged, and decreed that an injunction pendente lite issue out of and under the seal of this court, directed to the said defendant, the Karl Kiefer Machine Company, commanding the said defendant, its officers, directors, associates, successors, servants, agents, attorneys and workmen and all and each and every of them, until the further order of this court, to desist and refrain from directly or indirectly writing, publishing, delivering, distributing, circulating, issuing or uttering circulars or letters, like those complained of in the bill of complaint filed in this cause and exhibited with the motion for injunction pendente lite or duplicates or copies or parts or extracts of the same, and from making statements, oral or written, containing threats or intimidations against the complainants herein or against persons using or selling filters sold or made and sold by the complainants, or filters known commercially and otherwise as Seitz filters; and from making or stating verbally or otherwise, threats of suit or legal proceedings against the complainants or their customers, or against any person, firm, corporation or association using filters sold, or made and sold, by the complainants under any patent or patents alleged or claim to be owned, or controlled, by, or issued to, the defendant, The Karl Kiefer Machine Company.

(Signed) HOWARD C. HOLLISTER,  
U. S. District Judge.

August 16, 1912.

Commenting on the injunction granted against the Karl Kiefer Company, Mr. Wirth, the American representative of the Seitz Filter Co., said:

"It is hardly necessary to add anything to the court order. The order speaks for itself. Mr. Kiefer will have to change his policy and obey the injunction.

"If Mr. Kiefer has heretofore felt there was no demand for asbestos filters he must have changed his mind when he recently called on my partners, the Messrs. Seitz at Kreuznach, Germany, where he had a chance to see our large and extensive factory which employs several hundred men.

"In his affidavit which was offered to the court, Mr. Kiefer called Seitz an infringer, who makes an inferior filter and offers it for sale at a higher price. In view of the fact that the Seitz filters are used by practically all the leading winemakers of the United States and elsewhere, who after using one of the Seitz filters have doubled and trebled their orders, these customers of ours must feel highly flattered at Mr. Kiefer's estimation of their judgment.

"Mr. Kiefer's attitude reminds me of the small boy who, after teasing a big boy a little too much, got his deserved licking and then ran home to mamma crying: 'I only teased him three or four times and did not intend to tease him any more.'"

## MASSON CHAMPAGNES GOING FINE.

Paul Masson Champagne Company of San Jose report the demand for their champagnes excellent, and their sales are of as large volume as they can comfortably handle. Odd as it may seem, the Masson champagne is making great headway in the heart of the best territory controlled by the Eastern champagnes, namely, New York City. For many years the big French restaurants of the metropolis have been so prejudiced against the California product that they would not only not list it, but would not test it. Now all the prominent restaurants and hotels in this class have the wines on their wine list and they are going fine.

## THE CLEANSING OF BARRELS.

CASKS, whether new or old, always require a thorough cleansing before being used. The steam-jet gives the best results, as the pressure under which it is used enables the steam to penetrate the wood and dislodge impurities. In the absence of steam, hot water, to which ordinary salt should be added, is generally used. Sea salt has the property of dissolving the extractive matters in the wood, and it is only necessary to leave the salt water in the casks for two or three days to render them thoroughly clean. Whichever method be adopted, when the casks are emptied out, they should be allowed to drain. They should then be sulphured carefully with the sulphur match. If this is done the merchant can be sure of having casks in which to store either wines or spirits without their being detrimentally affected.

Casks that have already been used may possibly have become tainted, and it is well to know how to make them perfectly fresh. Liquors should never be put into a cask without it has been previously examined and treated as suggested. The most frequent causes of tainting is mouldiness or mustiness. This is brought about by the casks being stored in a more or less damp corner of the cellar without attention, and sometimes without even being corked up. Mustiness is generally got rid of by using a suitable proportion of sulphuric acid in the rinsing water. Great care must be exercised in the use of this acid in case of accident. The acid must be poured slowly on the water and mixed gently so as to become well diluted. Once the mixture is made it should be poured into the cask required to be cleaned, which is then well shaken up, and after a few hours rest is emptied and rinsed several times with clean water. Drain well and sulphur out as before.

There is another method of cleaning a cask by knocking in the head and burning or charring the inside, which is afterwards scraped, then rinsed, dried and sulphured.

To keep casks in good condition there is no better method than to sulphur them out from time to time, say once every two months when kept in a good cellar, and once a month when stored in a damp place.

The mere filling and emptying of casks exposes them to other dangers of infection beside those indicated in the foregoing. They can, among other things, become sour or bitter. All casks that have been emptied and left unbunged are very apt to turn sour, or become "pricked." Others left with the lees, or exposed to contact with air in a damp cellar, are certain to take on a bad taste. To ensure freedom from infection they should be rinsed with ordinary water directly they are empty, then drained and sulphured. The sulphuring should never be performed whilst the cask is damp, as the sulphurous acid, by reason of the water, transforms itself into sulphuric acid, which, in turn, produces sulphuretted hydrogen, this latter, of course, infecting the wine or other liquid that is afterwards put in.

When the elementary precautions outlined above have been neglected and it is necessary to put casks into good order, they should be washed with cold water, with the chain, in order to detach the dry lees or other impurities inside. When that is done they should be drained and 30 grammes of chloride of lime and a litre of cold water, mixed with two litres of water to which 30 grammes of sulphuric acid have been added, poured in. Bung tightly and shake well. Under the action of the sulphuric acid the chloride of lime is decomposed and releases chlorine, which destroys all the taint. The cask should be left for at least six hours. Unbung carefully and empty and then rinse several times with clear water. A bitter taste is removed by washing with warm water containing 100 grammes of carbonate of soda (or of potash) to each 10 litres of water. Bung tightly during the washing, placing the cask alternately on each head, and a few hours after rinse copiously with water as previously outlined.—La Revue Vinicole.

## GRATON WINERY SOLD.

The California Wine Association has purchased the large winery at Graton from T. L. Orr & Company. Mr. Orr is still owner of a large winery at Occidental. The association purchased the entire plant, including all fixtures and 21,000 gallons of wine.

BRANDY PRODUCED

OFFICIAL REPORT

FIRST DISTRICT—Month of September, 1912.		Tax. Gals.
Produced and bonded in this district.....		16,135.2
Received from other Districts, California.....		
Received from special bonded warehouse, other District, California.....		513.1
Transferred from distillery to special bonded warehouse, Eastern Districts.....		25,241.7
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....		19,118.3
Exported.....		
Tax Paid.....		50,559.1
Withdrawn from warehouse for Fortification of Wines.....		85,817.8
Remaining in bond, September 30, 1912.....		1,695,974.0

SIXTH DISTRICT—Month of September, 1912.		Tax. Gals.
Produced and bonded in this district.....		3,402.5
Transferred from distillery to special bonded warehouse, First District, California.....		
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....		2,073.4
Transferred from distillery to special bonded warehouse, Eastern District.....		
Transferred from special bonded warehouse to special bonded warehouse, Eastern Districts.....		1,564.3
Tax Paid.....		5,659.3
Used in Fortification of Wines.....		71,833.9
Remaining in bond, September 30, 1912.....		234,814.5

SWEET WINES PRODUCED

FIRST DISTRICT—(Includes Fourth District)—Month of September, 1912.		Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....	1041		371,528.5
Brandy withdrawn from special bonded warehouse for fortification.....	899		80,390.9
Brandy actually used for fortification.....	1646		425,629.3
Port produced.....			1,183,869.63
Sherry produced.....			315,117.32
Angelica produced.....			16,389.44
Muscat produced.....			50,142.70
Malaga.....			8,694.71
Tokay.....			
Madeira.....			
Total sweet wine produced in September, 1912.....			1,574,213.80

SIXTH DISTRICT—Month of September, 1912.		Tax. Gals.
Brandy withdrawn from distillery for fortification.....		71,225.8
Brandy withdrawn from special bonded warehouse for fortification.....		608.1
Brandy actually used for fortification.....		60,243.0
Port produced.....		126,519.40
Sherry produced.....		76,309.91
Angelica produced.....		29,678.54
Muscat produced.....		
Tokay.....		
Malaga.....		
Madeira.....		
Total sweet wine produced in September, 1912.....		282,507.85

CELLARS AND VINEYARDS at Icaria, Healdsburg, Cloverdale, and Madrone, Sonoma County  
and at Rutherford and St. Helena, Napa County, California

French-American Wine Co.

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San Francisco, Cal.

## MISDEMEANOR TO SOLICIT LIQUOR ORDERS.

Georgia's law, making it a misdemeanor for any person to solicit orders for liquor is not in conflict with the interstate commerce clause of the federal constitution, even though the person soliciting represents a concern located in another State.

A ruling to this effect was made on October 16 by the Supreme Court in the case of Bob Kirkpatrick vs. the State. This case was brought to the Court of Appeals from the Bartow County Superior Court, in which Kirkpatrick was convicted of violating section 434 of the penal code. A constitutional point being involved the Court of Appeals certified that portion of the case to the Supreme Court for direction.

Kirkpatrick is alleged to have been the Cartersville agent of R. M. Rose Company of Chattanooga, Tenn. He was convicted of having solicited and booked orders for whisky and malt liquors.

Section 434 of the penal code, which Kirkpatrick was charged with having violated, reads as follows:

"If any person shall contract to sell, take orders for, or solicit, personally or by agent, the sale of spirituous, malt or other intoxicating liquors in any county of this State, he shall be guilty of a misdemeanor."

After his conviction Kirkpatrick appealed his case on the ground that the State's law was in conflict with the interstate commerce clause of the federal constitution, and that his case would come under the interstate commerce law as he was representing a company whose headquarters were in another State.

The Supreme Court makes this comment on the point raised:

1. Section 434 of the penal code is sufficiently-broad to prohibit an agent of a non-resident dealer, engaged in interstate commerce, from personally soliciting liquors to be shipped into this State by his principal.

2. So construed the section of the code mentioned is not violative of article 1, section 8, paragraph 3, of the Constitution of the United States relative to interstate commerce.—Atlanta (Ga.) Journal.

## WOODROW WILSON'S IDEAS.

I want to warn the people of this country to beware of commissions of experts. I have lived with experts all my life, and I know that experts don't see anything except what is under their microscope, under their eye. They don't even perceive what is under their nose, and an expert feels in honor bound to confine himself to the particular question which you have asked him.

"Suppose you wanted to settle the liquor question by asking a body of experts whether alcohol was poison or not? I believe that they would have to tell you that it isn't poison.

"But does that settle the liquor question? There are a great many thing that you can take into your stomach that are not poison that will make you crazy."

This quotation is from the speech of Governor Wilson at Sioux City, Iowa, during the fortnight when he launched into a defense of Dr. Wiley, the pure food expert.

The large paragraph of this quotation reveals the true feeling of the Democratic nominee toward the liquor question. He has declared for prohibition in Texas, against prohibition and for local option in New Jersey and in Maine, and since sought to explain away his double stand by declaring that liquor is a moral issue and local in its application.

This is quite true. Liquor is a moral and a local question, but what of the Webb-Kenyon bill, Governor? Is that a moral and a local issue? Will, you, if President sign that bill if it is put up to you should perchance Congress pass it?

The Webb-Kenyon bill, Governor, is not a local issue. It is an attempted Congressional strangulation of the liquor industry. Can such a measure be local?

The Governor let slip the shade roller that uncovers his real sentiments when he declared that "there are a great many things that you can take into your stomach that are not poison that will make you crazy."

Habit and the heart have the nasty habit of speaking before the mind can stop them.—Bonforts.

## EASTERN CHAMPAGNE PROSPECTS GOOD.

ROCHESTER, N. Y., October 3.—By reason of the plentifulness of grapes in the Lake Keuka region, where a large part of America's champagne comes from, and the weather conditions not being proper to ripen them for the market, it is the opinion of the wine makers that there will be more wine and champagne made this year than ever in the history of the wine industry. It is estimated that there are 22,000 acres of grapes in the Lake Keuka region, and a conservative estimate of the acreage yield is placed at two and one-half tons.

## OLDEST FRUIT DISTILLERIES TO RETAIN NUMBERS.

WASHINGTON, October 3.—To avoid confusion the Treasury Department has announced that in cases where fruit distilleries have duplicate numbers in the First and Fourth California Districts, which were consolidated October 1st, the oldest distillery shall retain the original number and the newer distillery be given a new number.

## THE FAREWELL DRINK.

The giving of what were termed "vales," from the Latin vale (farewell), to servants on quitting a gentleman's house, were gifts to be spent in drinking the health of the donor. In the eighteenth century it was given up by universal consent. An analagous custom was the giving of a "trinkgeld" in Germany, and a "pour-boire" in France to servants, drivers of carriages and others. At one time there existed numerous drinking usages connected with departures. Among these is the French "bon aller," or, as it is sometimes called, a "foy," a festive drinking on the going away of servants, or of persons of still higher degree, once common in the lowlands of Scotland; also the "stirrup-cut," or, as it is called in the Highlands, "deoch an dorris," or drink on getting on horseback and being ready to set off.

The United States Fidelity and Guaranty Company announce their removal to their new offices on the second floor of the First National Bank Building, Post and Market streets, San Francisco. The rapid growth of the business of the company necessitated the change. Their new offices are among the finest in the city.

## SEE THE DIFFERENCE

These two bunches of grapes were picked in the same vineyard, both from the same kind of vine.

**THIS VINE IS STARVING TO DEATH**

*On the other hand*

**THIS VINE HAS BEEN FERTILIZED**

Is there any need of our asking Which is the more profitable?

Send for our FREE BOOKS of facts telling what our fertilizers are doing, and what they will do for you in your orchard, your vineyard, or your farm

**THE PACIFIC GUANO & FERTILIZER CO.**  
 615 Alaska Commercial Building  
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 Largest manufacturers of Fertilizers, Poultry Foods and Bone Charcoal on the Pacific Coast

# INTERNAL REVENUE & CUSTOMS RULINGS

(T. D. 1800.)

## Transfer of Special-Tax Stamps.

Treasury Department,

Office of Commissioner of Internal Revenue,

Washington, D. C., September 13, 1912.

Paragraph 3 of Regulations No. 1, Supplement No. 1 (T. D. 1637), governing the transfer of special-tax stamps upon removal of business from one place to another, in the same or in another collection district, is hereby amended so as to read as follows:

"Whenever a special taxpayer desires to remove his business to a place other than that specified in his original return on Form 11, and stated in his special-tax stamp, he shall, **during the calendar month in which such transfer is made**, register such fact by filing, under oath, an additional Form 11, properly modified, setting forth the time and place where he intends to engage in the business described; and if such taxpayer is a firm or corporation, the names and residences of all the members or principal officers thereof shall again be recorded.

**"Unless such transfer notice is filed within the time above specified, a new special-tax liability will be incurred, and a new special-tax stamp will be required for the business so carried on."**

The amendment here made to the present existing regulations, as indicated by black-face, will take effect on and after November 1, 1912.

ROYAL E. CABELL, Commissioner.

(T. D. 1801.)

## Rectifiers.

Instructions as to use of 27B packages and original packages on premises of rectifiers.

Treasury Department,

Office of Commissioner of Internal Revenue,

Washington, D. C., September 17, 1912.

Sir: In reply to your letter of the 11th inst., relative to six packages of spirits found at the rectifying establishment of ..... & Co. without stamps, marks and brands, you are advised that a rectifier is at liberty to designate containers as belonging to the permanent equipment of his establishment, and to register the same on his notice, Form 27B, at the same time marking the package "27B," followed by a serial number in plain legible characters not less than three inches long in oil colors (Regulations No. 7, p. 97). These containers may vary in size from a small barrel or cask up to a large tank or vat capable of containing 1,000 gallons or more.

None of the containers so registered and marked can be used for containing the product of rectification for shipment, sale, or delivery, but must remain on the premises as a part of the permanent apparatus pertaining thereto and must contain no spirits except such as are in process of rectification. Chalk marks on the side are of course wholly inadequate for the identification of containers thus registered and utilized.

The law (sec. 3317a) expressly recognizes the right of a rectifier to rectify or compound in the original package, so that part of the stock in process of rectification may not be found in vessels marked "27B," but rather in merchantable packages with the remnant of a stamp on the head, but with the central portion cut out and sent to the collector's office accompanying Form 122 when the package was gauged for (constructive) dumping.

Packages filled with the product of rectification and awaiting the services of a ganger might be legitimately on the premises, uncovered by a stamp, but as to such there would be an application pending on Form 237. This latter is the only case which would justify the existence on the premises of a rectifier of packages containing distilled spirits wholly unprotected by stamps or portions of a stamp.

The only theory on which the existence of the six packages in question can be justified is the latter one, but in that case it would be necessary for the rectifiers to show that applications for stamps for rectified spirits on Form 237 were pending to cover these six packages in exactly the condition as to contents, etc., in which actually found. \* \* \* \* \*

Respectfully,

ROBT. WILLIAMS, JR., Acting Commissioner.

Collector of Internal Revenue, Cincinnati, Ohio.

## BASEBALL AND BEER.

CHICAGO, Tuesday, October 1.—In view of the fact that Chubby Murphy, president of the Chicago Cubs, blames King Alcohol for the loss of the pennant this year, it's an interesting point to know what the men who won a couple of pennants in the major organizations in 1912 think about total prohibition in their clubs.

Neither Jake Stahl nor Jawn McGraw believe in hampering their players by ordering out liquor or cigarettes. Both work on the principle that if a player does not have enough interest in his team to keep himself in working condition they do not want him on their team. And on the 1912 dope it has worked out in good style.

The Boston Red Sox, the most consistent ball team of the 1912 season, has had perhaps the most latitude allowed any team during the past summer. The majority of the players drink beer on the assumption that it affords them the physical relaxation they need after the game. The writer spent last Sunday with the Red Sox at the Griswold House in Detroit, and here is what he saw:

Two great outfielders drinking a bottle of beer; two great catchers drinking two bottles of beer; a great shortstop doing the same thing; a great utility man and a great pitcher sipping the brew; an outfielder, a pitcher, two utility men and a fine young catcher playing poker and smoking cigarettes. The manager was around with the "boys," and making a good fellow of himself.

During the last trip of the Giants here, not less than seven of the players rushed to the bar as soon as they reached the hotel after the game and buried their battle-scarred features into foaming steins. McGraw himself did business with a high ball. The peerless Matty, wisest ball player that ever lived, was one of the seven, and Matty was a member in good standing of the Methodist Church—and what is more, he lives up to what he preaches when he takes the stand on Sunday afternoons.

But this does not imply that any of the players are "lushers," as Murphy seems to imply. Clark Griffith, most idolized of managers by his players, specifies in his foreword to the men each spring, that after a ball game "one beer is a grand institution, two beers, if you want them, but that's the limit."

So this world's series is going to be between teams that believe in temperance, but not prohibition. The best bet of the series is that members of both teams who wish to take a bottle of beer after the nerve-racking, body-straining games before the multitude of spectators will march to the bar-room and indulge. This Speaker, the greatest outfielder in the series, would as soon think of going without his uniform as his bottle of beer after the game.—John Robinson.

## CLOVERDALE GRAPE CROP.

Cloverdale vineyardists report this year's crop is turning out very poorly. In many instances less than half a crop will be the rule. Never in the history of this industry have the growers and wine men had so much to contend with as during this season. Mildew has been worse in the vineyards than usual and the rain that fell just about the time the grapes were ready to harvest played havoc with the crop.



## LATEST ENGLISH HOP CROP ESTIMATE.

John Rhodes & Sons, London, write: The English crop now being harvested is one of the most fruitful of recent years, although variable in quality, and it says a good deal for our growers' method of cultivation that they have been able to secure such good crops under such adverse conditions as prevailed during August, when the weather at such a critical stage of the plant's development was, one would think, most unsuitable for the production of a good crop. We are, however, dealing with results, and we estimate the yield this year from the 34,831 acres now under cultivation, as against 33,056 acres last year (an increase of nearly 1,800 acres), at 400,000 cwts. Last year we estimated the crop at 375,000 cwts. The government estimate was only 328,000 cwts., showing a large difference, but we can safely assert that the yield eventually turned out greater than many experts predicted. Already prices are in buyers' favor as compared with last year's high figures.

## GOVERNOR OF MAINE TAKES A RAP AT DRY LAW.

A special session of the Maine legislature to consider the liquor laws, redistrict the State for Congress and revise the election laws was announced on December 29 in a proclamation issued by Governor Plaisted. The session is to begin March 20 next. Governor Plaisted, referring to the liquor question, said:

"The situation with regard to the prohibitory law and its enforcement is the cause of universal complaint and criticism. No thinking man in Maine is satisfied with present conditions. Those who are pleased with the law are dissatisfied with the manner in which it is enforced. Others regard the law as impracticable and incapable of State-wide enforcement. The problem is vital and pressing. The legislature should find a means to solve it or at least should be able to submit to popular vote some one or more possible solutions of it."

## The LOEW SYSTEM

Patent  
Wine and  
Liquor  
Filter

## == SAVES ==

Cost of Clarifying  
Materials, as well  
as Storage,  
Shrinkage and  
Waste

Filters to crystal brilliancy the most turbid wines and liquors, without any deterioration or loss in color, flavor, quantity or quality, imparting a lustre and finish to the product.

Easily and quickly cleaned.

Packed and unpacked in a few minutes.

Send for Catalog.

The Loew Manufacturing Co.  
CLEVELAND, OHIO

ESTABLISHED 1810

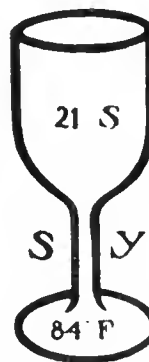
**OLD  
OVERHOLT  
WHISKEY**

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AT THE DISTILLERY, BROAD FORD, PA. U.S.A.

*A. Overholt & Co.*

## Winemakers



It will pay you to become interested in better quality by means of PURE YEAST and COOL FERMENTATIONS

Read  
"QUALITY IN DRY WINES THROUGH ADEQUATE FERMENTATIONS"

BY RUDOLF JORDAN, JR.  
pp. 146. Illust.

A practical investigation regarding the value of the latest methods.

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WATER, WINE, OIL TANKS

Made of Selected Stock by Experienced Workmen

Ceo. Windeler, Tank Builder

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San Francisco

PHONE KEARNY 242 and J 2552



# TRADE MARKS SOUGHT TO BE REGISTERED IN THE UNITED STATES PATENT OFFICE.

Applications for registration of the below-mentioned trade marks have been made to the United States Patent Office at Washington. The names and addresses are given of those making the application. Anyone who has cause to object to any of the proposed registrations should file his objection at once, otherwise a certificate will be issued to the applicant. Thirty days are allowed by law for the filing of formal objections. For further information write to our correspondent, Edward S. Duvall, Esq., Patent and Trade Mark Solicitor, Loan & Trust Building, Washington, D. C.

## Serial No.

- 37,571 A fanciful scroll for a label. No words enclosed. Owner: East Grand Forks Bwg Co., East Grand Forks, Minn. Used on beer since August 1902.
- 63,962 Words: GARRICK CLUB and a medal beneath same, bearing a crown with a monogram beneath, of letters A. E. N. Used on a blend of whiskies since November 11, 1886. Owner: Alfred E. Norris, Philadelphia, Pa.
- 64,696 Representation of head and bust of a soldier wearing a plumed helmet and holding aloft a spear, with a tropical scene in background, all enclosed in a circular outline. The word BERSAGLIERE appears above same. Owner: A. Cora, Inc., San Francisco, Cal. Used on blended whisky since April 1, 1910.
- 62,835 Monogram of letters S F and arranged on a shield. Owner: S. Froehlich & Son, Newark, N. J. Used on whisky, brandy, gin, cocktails and cordials since some time during the year 1907.
- 64,485 Representation of a rabbit standing erect with the words RED RABBIT above. Owner: The Kohn Distilling Co., Montgomery, Ala., and Jacksonville, Fla. Used on gin since the spring of 1907.
- 64,556 Word STENHOUSE. Owner: Wm. Stenhouse, Glasgow, Scotland. Used on blended Scotch liquor whisky, since the year 1883.
- 64,978 Name HUMBSER in the handwriting of Joh. Fumbser. Owner: Fred Hollender & Co., New York, N. Y. Used on beer since January 1898.

Mr. Thomas C. Dennehy, ex-president of the National Wholesale Liquor Dealers Association, with his wife and a party of Eastern friends visited San Francisco a fortnight ago. They were extensively entertained during their brief stay here and expressed surprise and amazement at the progress of the cities of the Pacific Coast. After a short visit to Santa Barbara and Los Angeles, Mr. Dennehy and his friends returned to Chicago.

## OLD TIME "TREATING" CUSTOMS.

A number of curious customs connected with "treating" arose in England and were observed until the last century. Thus, apprentices, on being introduced to a workshop, paid so much entry money to be spent in drink, and similar exactions were made from journeymen on entering a new employment. This was called "paying their footing." When Benjamin Franklin, on getting employment in a printing office in London, refused to comply with this mischievous custom, he experienced, as he tells us, a variety of petty annoyances. Among shipwrights the penalty of non-payment was flogging with a handsaw from time to time, and other maltreatment. Prisoners, on being lodged in jail, as related in the novels of Smollett and others, were obliged to pay "garnish" for drink to the brotherhood of which they had become members.

**Wineries Very Busy at Elk Grove.**—The two Elk Grove wineries have been running to full capacity ever since the crushing season commenced and, while the best informed vintners estimate that the crop of wine grapes will be only 65 per cent of normal, the wine men declare that they will handle as many tons of grapes this year as last, as they have been receiving so much grapes that they have been compelled to employ a night shift.

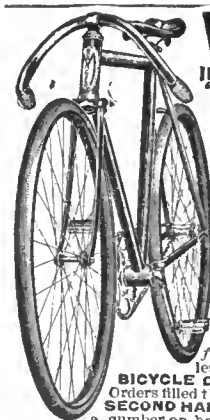
# AMERICAN WINE GROWERS' ASSOCIATION.

## Officers for 1912.

- President**—Walter E. Hildreth of the Urbana Wine Company, Urbana, N. Y.
- First Vice-President**—Benj. R. Kittredge of the California Wine Association, San Francisco, Cal.
- Second Vice-President**—George E. Dewey of H. T. Dewey & Sons Company, Egg Harbor, N. J.
- Treasurer**—L. J. Masson of the Pleasant Valley Wine Company, Rheims, N. Y.
- Secretary**—Lee J. Vance of the American Wine Press, New York City.
- Member Executive Committee**—Edward R. Emerson of the Brotherhood Wine Company.

## District Vice-Presidents:

- A. Russow, Monticello Wine Company, Charlottesville, Va.
- Paul Garrett, Garrett Company, Norfolk, Va.
- I. Bear, Sol Bear & Company, Wilmington, N. C.
- Hiram S. Dewey, H. T. Dewey & Sons' Company, Egg Harbor, N. Y.
- F. E. Palmer, Hammondsport Wine Company, Hammondsport, N. Y.
- Henry Frey, Germania Wine Cellars, Hammondsport, N. Y.
- D. H. Maxfield, Naples Valley Cellars, Naples, N. Y.
- L. R. Ryckman, Ryckman Wine Company, Brocton, N. Y.
- Geo. C. Schon, The Lenk Wine Company, Toledo, O.
- A. Sbarboro, Italian-Swiss Colony, Asti, Cal.
- H. R. Gundlach, Gundlach-Bundschu Wine Company, San Francisco.
- C. J. Wetmore, Wetmore-Bowen Company, Livermore, Cal.
- L. R. Rogers, California Wineries & Distilleries, San Francisco.
- S. Guasti, Italian Vineyard Company, Los Angeles, Cal.
- Alfred Stern, Chas. Stern & Sons, Los Angeles, Cal.
- H. Blatz, Sierra Madre Vintage Company, Lamanda, Cal.



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IN EACH TOWN and district to ride and exhibit a sample Latest Model "Ranger" bicycle furnished by us. Our agents everywhere are making money fast. Write for full particulars and special offer at once.

**NO MONEY REQUIRED** until you receive and approve of your bicycle. We ship to anyone anywhere in the U. S. without a cent deposit in advance, *prepay freight*, and allow **TEN DAYS' FREE TRIAL** during which time you may ride the bicycle and put it to any test you wish. If you are then not perfectly satisfied or do not wish to keep the bicycle ship it back to us at our expense and *you will not be out one cent.*

**FACTORY PRICES** We furnish the highest grade bicycles it is possible to make at one small profit above actual factory cost. You save \$10 to \$25 middlemen's profits by buying direct of us and have the manufacturer's guarantee behind your bicycle. **DO NOT BUY** a bicycle or a pair of tires from anyone at any price until you receive our catalogues and learn our unheard of factory prices and remarkable special offers to rider agents.

**YOU WILL BE ASTONISHED** when you receive our beautiful catalogue and study our superb models at the *wonderfully low prices* we can make you this year. We sell the highest grade bicycles for less money than any other factory. We are satisfied with \$1.00 profit above factory cost. Orders filled the day received.

**BICYCLE DEALERS**, you can sell our bicycles under your own name plate at double our prices. **SECOND HAND BICYCLES.** We do not regularly handle second hand bicycles, but usually have a number on hand taken in trade by our Chicago retail stores. These we clear out promptly at prices ranging from \$3 to \$9 or \$10. Descriptive bargain lists mailed free.

**COASTER-BRAKES**, equipment of all kinds at half the regular retail prices.

**\$10.00 Hedgethorn Puncture-Proof \$4.80**  
**Self-healing Tires A SAMPLE PAIR TO INTRODUCE, ONLY**

The regular retail price of these tires is \$10.00 per pair, but to introduce us we will sell you a sample pair for \$4.80 cash with order \$4.55.

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NAILS, Tacks, or Glass will not let the air out. A hundred thousand pairs sold last year.

## DESCRIPTION:

Made in all sizes. It is lively and easy riding, very durable and lined inside with a special quality of rubber, which never becomes porous and which closes up small punctures without allowing the air to escape. We have hundreds of letters from satisfied customers stating that their tires have only been pumped up once or twice in a whole season. They weigh no more than an ordinary tire, the puncture resisting qualities being given by several layers of thin, specially prepared fabric on the tread. The regular price of these tires is \$10.00 per pair, but for advertising purposes we are making a special factory price to the rider of only \$4.80 per pair. All orders shipped same day letter is received. We ship C. O. D. on approval. You do not pay a cent until you have examined and found them strictly as represented.

We will allow a cash discount of 5 per cent (thereby making the price \$4.55 per pair) if you send **FULL CASH** returned at **OUR** expense if for any reason they are not satisfactory on examination. We are perfectly reliable and money sent to us is safe as in a bank. If you order a pair of these tires, you will find that they will ride easier, run faster, wear better, last longer and look finer than any tire you have ever used or seen at any price. We know that you will be so well pleased that when you want a bicycle you will give us your order. We want you to send us a trial order at once, hence this remarkable tire offer.

**IF YOU NEED TIRES** don't buy any kind at any price until you send for a pair of Hedgethorn Puncture-Proof tires on approval and trial at the special introductory price quoted above; or write for our big Tire and Sundry Catalogue which describes and quotes all makes and kinds of tires at about half the usual prices.

**DO NOT WAIT** but write us a postal today. **DO NOT THINK OF BUYING** a bicycle or a pair of tires from anyone until you know the new and wonderful offers we are making. It only costs a postal to learn everything. Write **IT NOW.**

**J. L. MEAD CYCLE COMPANY, CHICAGO, ILL.**



Notice the thick rubber tread "A" and puncture strips "B" and "C" also rim strip "D" to prevent rim cutting. This tire will outlast any other make--SOFT, ELASTIC and EASY RIDING.

# The Review's Buyers' Directory

## CALIFORNIA WINES.

Geo. West & Son, Incorporated....Stockton, Cal.

California Wine Association .....  
.....180 Townsend St., San Francisco, Cal.

California Wineries and Distilleries .....  
Townsend and Fifth Sts., San Francisco, Cal.

Theo. Gier Co...575 Eighteenth St., Oakland, Cal.

Wetmore-Bowen .....  
.....42-44 Davis St., San Francisco, Cal.

Italian Vineyard Co. ....  
.....1234 Palmetto St., Los Angeles, Cal.

Napa & Sonoma Wine Co.....  
.....110 10th St., San Francisco, Cal.

Sierra Madre Vintage Co.....La Manda, Cal.

A. Finke's Widow .....  
.....809 Montgomery St., San Francisco, Cal.

E. H. Lancel Co.....  
.....549 Washington St., San Francisco, Cal.

Paul Masson Champagne Co.....San Jose, Cal.

Lachman & Jacobi .....  
.....116 Main St., San Francisco, Cal.

French American Wine Co. ....  
.....1821-41 Harrison St., San Francisco, Cal.

Italian-Swiss Colony .....  
.....1235-67 Battery St., San Francisco, Cal.

Sonoma Wine & Brandy Co.....  
...18, 20 and 22 Hamilton Ave., Brooklyn, N. Y.

Sacramento Valley Winery....Sacramento, Cal.

Ciocca-Lombardi Wine Co...San Francisco, Cal.

## CORDIALS, WINES, BRANDIES.

E. G. Lyons & Raas Co.....  
...Folsom and Essex Sts., San Francisco, Cal.

The Rosenblatt Co. ....  
.....300-332 Second St., San Francisco, Cal.

## BREWERS AND BREWERS' AGENTS.

John Wieland Brewery .....  
.....240 Second St., San Francisco, Cal.

Buffalo Brewing Co.....Sacramento, Cal.

Fred Krug Brewing Co.....Omaha, Nebraska

American Mercantile Co.....  
.....514 Battery St., San Francisco, Cal.

National Brewing Company .....  
.....762 Fulton St., San Francisco, Cal.

Albion Ale & Porter Brewery.....  
.....494 O'Farrell St., San Francisco, Cal.

Enterprise Brewing Co.....San Francisco, Cal.

Seattle Brewing & Malting Co.; Seattle, Wash.  
.....John Rapp & Son, Agents,  
8th and Townsend Sts., San Francisco, Cal.

Sacramento Brewing Co.; Sacramento, Cal.  
.....G. B. Robbins, Manager,  
14th and Harrison Sts., San Francisco, Cal.

## WHOLESALE LIQUOR DEALERS.

A. P. Hotaling & Co.....  
.....429 Jackson St., San Francisco, Cal.

Siebe Bros. & Plagemann.....  
.....430-34 Battery St., San Francisco, Cal.

Rusconi, Fisher & Co. ....  
.....326 Jackson St., San Francisco, Cal.

Jas. Gibb....1844 Geary St., San Francisco, Cal.

Sherwood & Sherwood .....  
.....41-47 Beale St., San Francisco, Cal.

The Julius Levin Company .....  
.....987 Howard St., San Francisco, Cal.

Jesse Moore Hunt Co. ....  
Second and Howard Sts., San Francisco, Cal.  
Cartan, McCarthy & Co. ....  
..Battery and Com'l. Sts., San Francisco, Cal.

William Wolff & Co. ....  
.....52-58 Beale St., San Francisco, Cal.

Wichman, Lutgen & Co. ....  
.....134 Sacramento St., San Francisco, Cal.

L. Taussig & Co. ....  
.....200 Mission St., San Francisco, Cal.

George Delaporte .....  
.....820 Mission St., San Francisco, Cal.

## IMPORTERS.

Alex. D. Shaw & Co. ....  
.....214 Front St., San Francisco, Cal.

Chas. Meinecke & Co.....  
.....314 Sacramento St., San Francisco, Cal.

W. A. Taylor & Co.....29 Broadway, N. Y.

Sherwood & Sherwood .....  
.....43 Beale St., San Francisco, Cal.

Wm. Wolff & Co. ....  
.....52-58 Beale St., San Francisco, Cal.

L. Gandolfi & Co. ....  
.....427-31 W. Broadway, New York

American Mercantile Co. ....  
.....514 Battery St., San Francisco, Cal.

J. F. Plumel & Co. ....  
.....63-65 Ellis St., San Francisco, Cal.

TANKS, COOPERS, COPPERSMITHS, ETC.

Pacific Tank & Pipe Co., Wine and water tanks,  
boxes, irrigation pipe and pipe for water sys-  
tems... 318 Market St., San Francisco, Cal.;  
Equitable Bank Bldg., Los Angeles, Cal.;  
Kenton Station, Portland, Oregon.

Geo. Windeler, wine and water tanks.....  
.....431-441 Folsom St., San Francisco, Cal.

Oscar Krenz, Copper and Brass Works.....  
.....212-214 Fremont St., San Francisco, Cal.

Sanders & Co's. Copper Works .....  
....Beale and Howard Sts., San Francisco, Cal.

## DISTILLERS.

Julius Kessler & Co...Hunter Bldg., Chicago, Ill.

Wm. Lanahan & Son.....Baltimore, Maryland  
Hiram Walker & Sons.....Walkerville, Canada

E. H. Taylor Jr. & Sons.....Louisville, Ky.

Western Grain & Sugar Products Co.....  
.....110 Sutter St., San Francisco, Cal.

Kirby Distilling Co.....Fowler, Cal.

Bernheim Distilling Co.....Louisville, Ky.

## MISCELLANEOUS.

### INTERNAL REVENUE BROKERS.

F. E. Mayhew & Co. ....  
.....510 Battery St., San Francisco, Cal.

### WINE PRESSES, CRUSHERS, ETC.

A. Rossi & Co...322 Broadway, San Francisco, Cal.

Toulouse & Delorieux Co.....  
.....405 Sixth St., San Francisco, Cal.

### BILLIARD AND POOL TABLES, BOX FIXTURES.

Brunswick-Balke-Collender Co. ....  
.....767-771 Mission St., San Francisco, Cal.

### WINE AND BREWERS' HOSE, ETC.

Goodyear Rubber Co. ....  
.....589 Market St., San Francisco, Cal.

Gorham-Revere Rubber Co. ....  
.....50-60 Fremont St., San Francisco, Cal.

## SURETIES.

U. S. Fidelity & Guaranty Co. ....  
.....Nevada Bank Bldg., San Francisco, Cal.

### WINE AND WATER PUMPS, ETC.

W. T. Garratt & Co. ....  
.....299 Fremont St., San Francisco, Cal.

Simonds Machinery Co. ....  
.....12-14 Natoma St., San Francisco, Cal.

## BOTTLE WRAPPERS, ETC.

Zellerbach Paper Co. ....  
Battery and Jackson Sts., San Francisco, Cal.

## BITTERS.

Lash Bitters Co. ....  
.....1721 Mission St., San Francisco, Cal.

L. Gandolfi & Co. ....  
.....427-31 West Broadway, New York

## CIGARS.

Boltz, Clymer & Co. ....  
.....312 Clay St., San Francisco, Cal.

S. Bachman & Co. ....  
Commercial & Front Sts., San Francisco, Cal.

## Review Buyers' Directory

Continued

### RETAILERS AND CAFES.

The Yellowstone .....  
.....22 Montgomery St., San Francisco, Cal.

Thos. J. Walsh & Co. ....  
.....346 Pine St., San Francisco, Cal.

Jas. P. Dunne...1 Stockton St., San Francisco, Cal.

Chronicle Bar...6 Kearny St., San Francisco, Cal.

The Waldorf...648 Market St., San Francisco, Cal.

"Jellison's".....10 Third St., San Francisco, Cal.

Matt Grimm's .....  
.....130 Liedesdorf St., San Francisco, Cal.

Bank Exchange .....  
Mont'y and Wash'ton Sts., San Francisco, Cal.

"The Cabin" .....  
.....105 Montgomery St., San Francisco, Cal.

Market Cafe. 540 Merchant St., San Francisco, Cal.

James Raggi .....  
.....624 Montgomery St., San Francisco, Cal.

The Cutter...709 Market St., San Francisco, Cal.

The Hoffman Cafe Co. ....  
.....27 Second St., San Francisco, Cal.

W. F. Roeder's Cafe .....  
.....834 Market St., San Francisco, Cal.

Original Coppa's Restaurant .....  
.....453 Pine St., San Francisco, Cal.

Davis Buffet...272 Market St., San Francisco, Cal.

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Pacific Guano & Fertilizer Co. ....  
Alaska Commercial Bldg., San Francisco, Cal.

Pacific Bone Coal & Fertilizing Co.....  
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BY ROYAL WARRANT

# “Canadian Club” Whisky

## “The Epicure” Whisky

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DISTILLED AND BOTTLED IN BOND BY

### HIRAM WALKER & SONS, Ltd.

Walkerville, Canada

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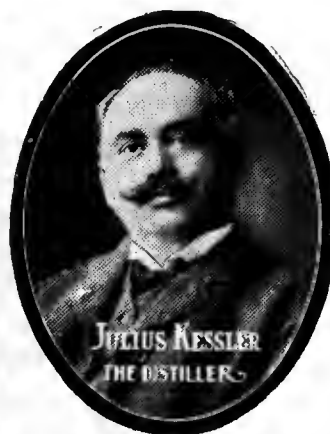
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CHICAGO

MEXICO CITY

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# PROOF



## PROOF

Every bottle of Cedar Brook carries this green U. S. Govt. stamp which proves its age—the time honored challenge of Supreme Quality not offered by others—Try it. Made 1904 Bottled 1912

## Kessler Challenges the Trade

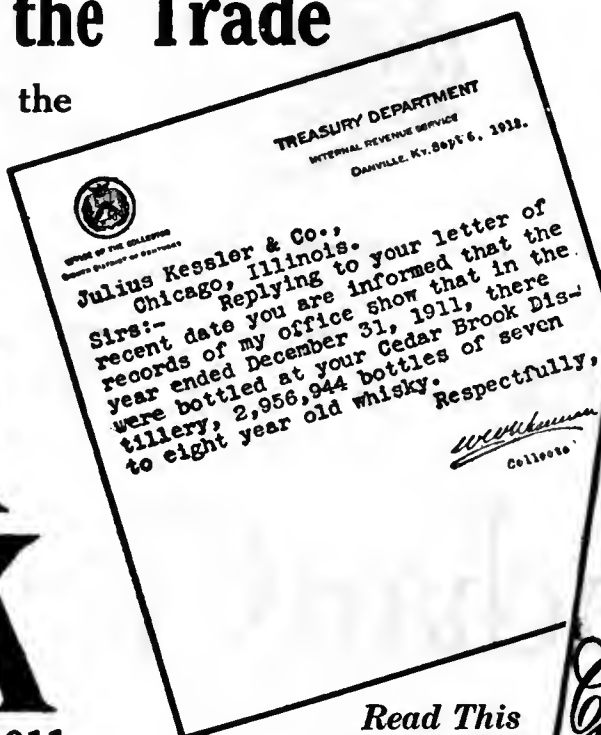
**I CHALLENGE THE TRADE** on the following indisputable Facts and U. S. Govt. Attested Figures on the Supreme Popularity of

**W.H.McBRAYER'S**  
**CEDAR**  
**BROOK**

**2,956,944 (Bottles) Bottled in Bond 1911**

- 1—Most whiskies bottled in bond are only 4 to 5 years old, including all other largely advertised, popular brands.
- 2—More 7 to 8 year-old *W. H. McBrayer's Cedar Brook Whiskey* was bottled in bond (2,956,944 bottles) in 1911 in our one Cedar Brook Distillery than all other brands combined, including all advertised, popular brands made in Kentucky, Maryland, Pennsylvania and all over the U. S.—bar none.
- 3—On this showing, having bottled more 7 to 8 year-old whiskey last year than all other brands combined, *Cedar Brook* is therefore the *oldest and best* on the market—certified also beyond question by Public Taste during three generations.

*Julius Kessler*  
The Distiller



Read This  
 U. S. Govt. Letter

**Bottled  
 In Bond  
 8 YEARS OLD**



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Gold Medal Louisiana Purchase Exposition, 1904

Gold Medal Lewis & Clark Exposition,  
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Gold Medal Jamestown, Va., Exposition, 1907

Gold Medal Alaska-Yukon Exposition, 1909



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Kearny 3160 Third and Townsend Streets Phone  
Kearny 180.

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Sixteenth Street Station Phone Oakland 1458

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## SOUTHERN PACIFIC

SAN FRANCISCO: Flood Building. Palace Hotel. Ferry Building. Phone  
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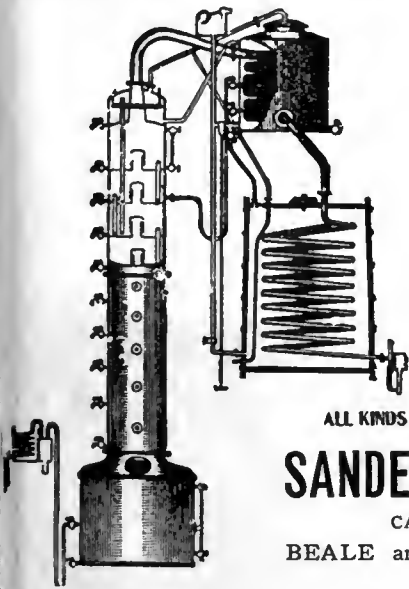
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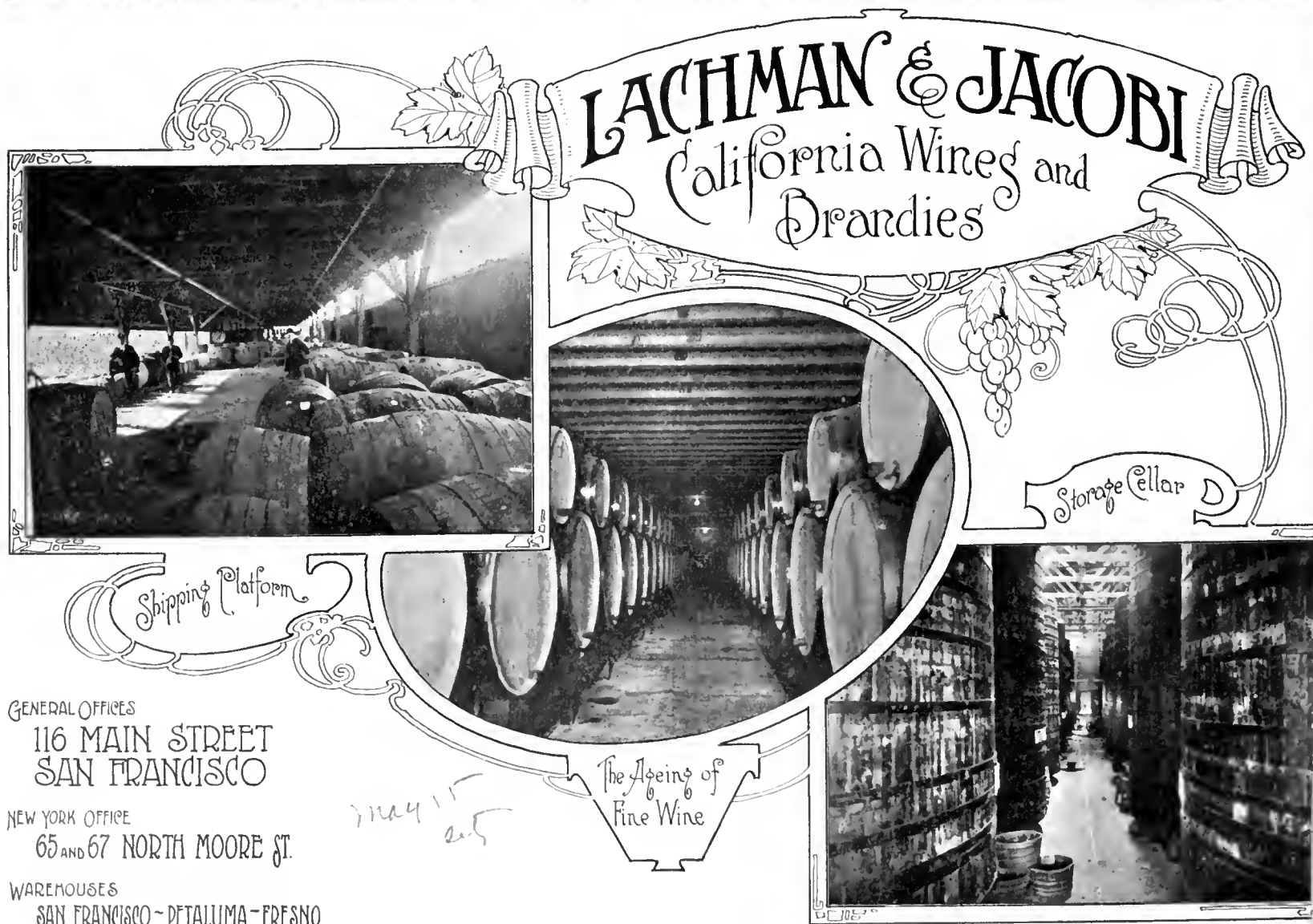
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